CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JANUARY 4, 1908 NO. 1.

E. R. DICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"QUEEN'S HEAD"



CANADA

GALVANIZED IRON

STANDARD WEIGHTS

26 gauge, 12½ oz. 28 gauge, 10¾ oz. per square foot.

Cut this out for future reference and remember when comparing with American gauges.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL Managers, Canadian Branch.

The Radiators You Sell

have a whole lot to do with your success in business. You might just as well sell the most satisfactory and profitable line of radiators as the other kind. Scores of dealers have had the fact brought home to them that

"Sovereign" Radiators

are by far the most satisfactory and profitable line to handle. They are handsome in design, and ever effective in operation. Why not drop us a one cent post card asking for more information.



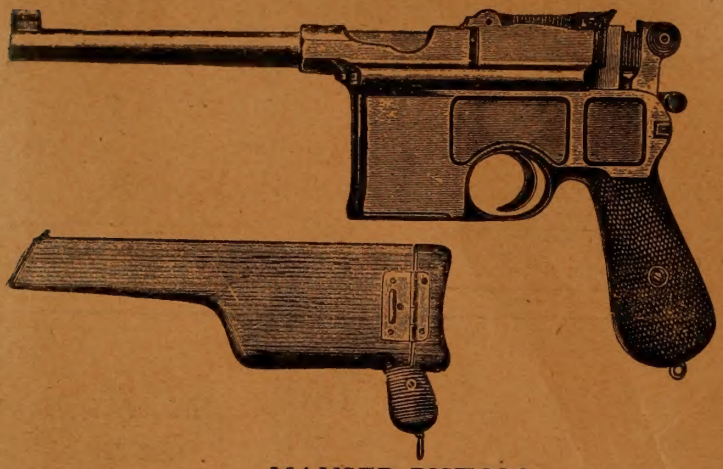
TAYLOR-FORBES CO., Limited

Head Office and Works: GUELPH, ONT.

TORONTO—1088 King Street West.
ST. JOHN, N.B.—H.C.Rogers 53½ Dock St.
MONTREAL—122 Craig Street West
QUEBEC, QUE.—The Mechanics Supply Company
WINNIPEG—The Vulcan Iron Works, Limited.
VANCOUVER, B.B.—Boyd, Burns & Company

Don't Wait for Something to Turn Up. Try a "WANT AD."

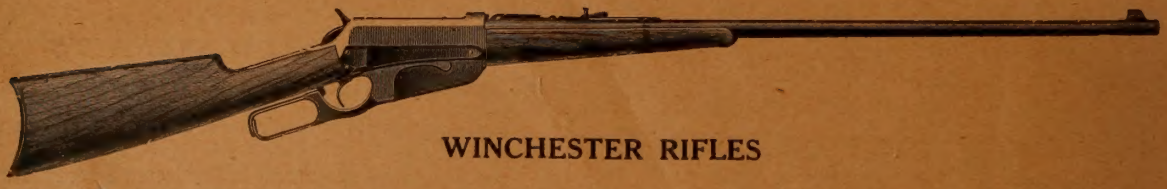
Guns, Rifles and Revolvers



MAUSER PISTOLS



SHELLS



WINCHESTER RIFLES



METALLIC
CARTRIDGES



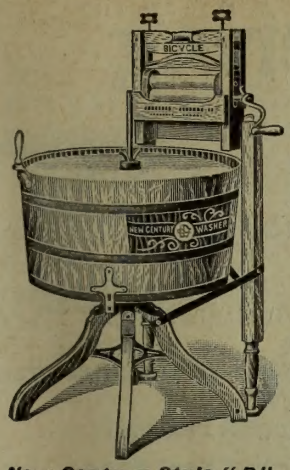
IVER JOHNSON REVOLVERS

RICE LEWIS & SON

LIMITED

TORONTO.

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

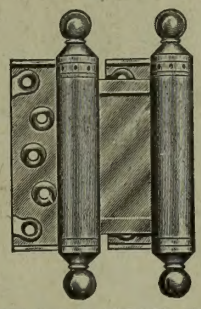
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

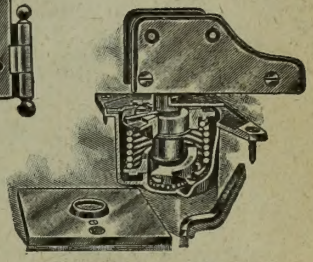
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

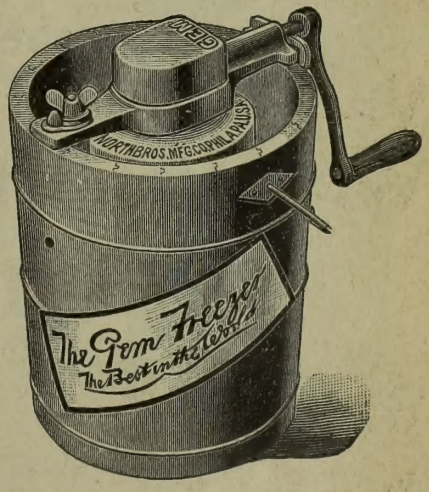
SOLD BY LEADING JOBBERS





Send for Catalog.

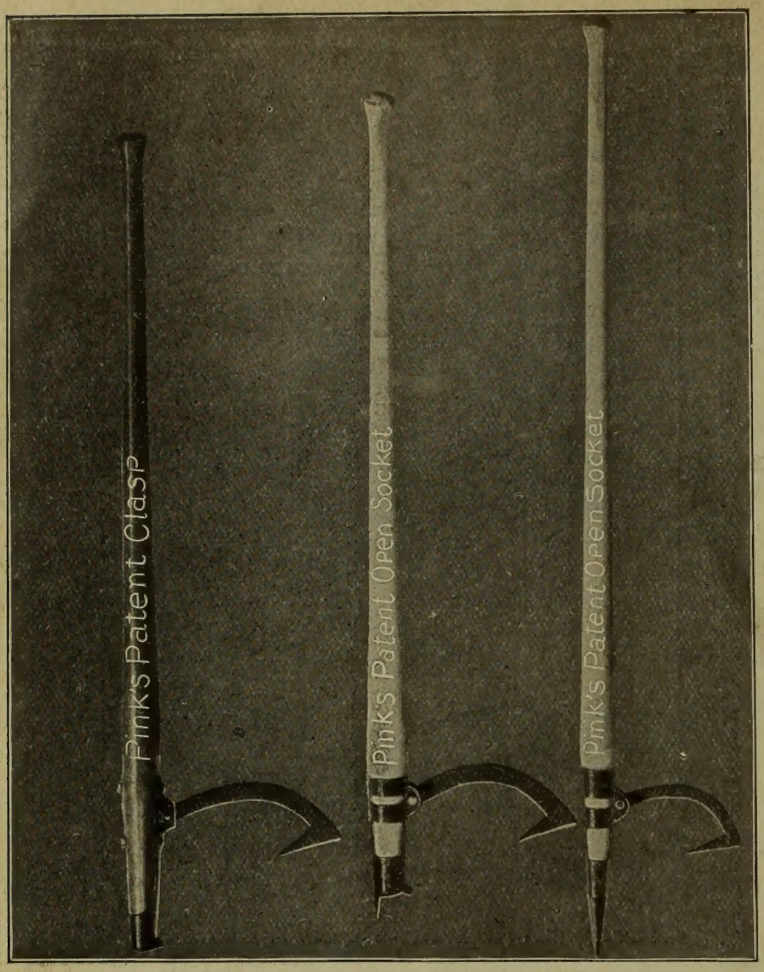
ICE CREAM FREEZERS THAT SELL



THEY ARE	THEY EXCEL IN
Well Advertised	Easy Running
In Demand	Quick Freezing
Easily Sold	Economy
Satisfactory in Use	Convenience
Of Known Reputation	Practical Results

North Bros. Mfg. Co.

Philadelphia, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

FOR 1908

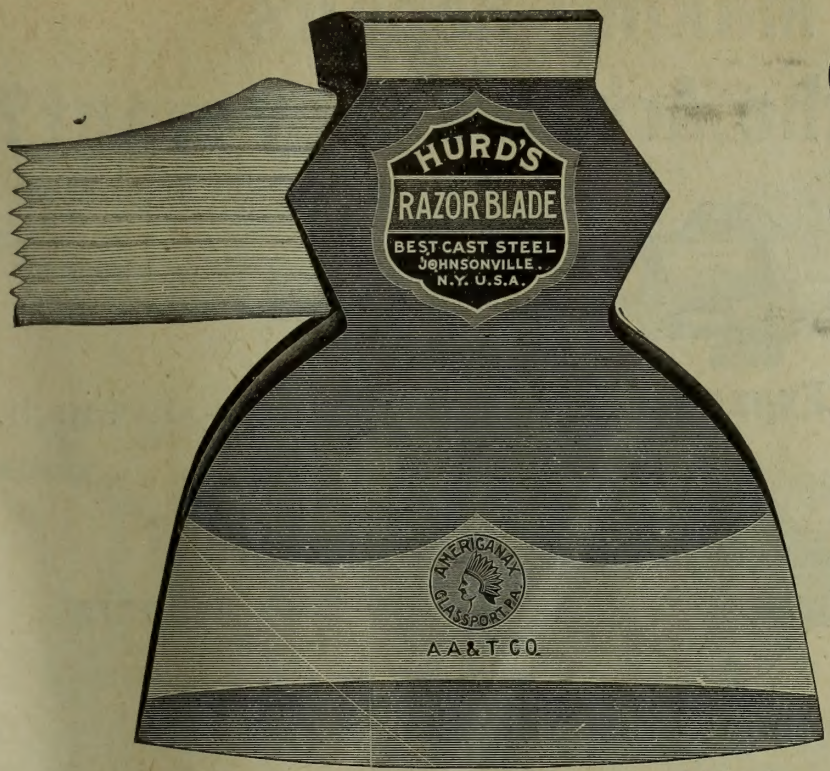
"Let cheerfulness abound with industry."

We extend to all the trade best wishes for a Happy and Prosperous New Year.

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. London, Eng.

HURD'S AXES



Quick Sellers

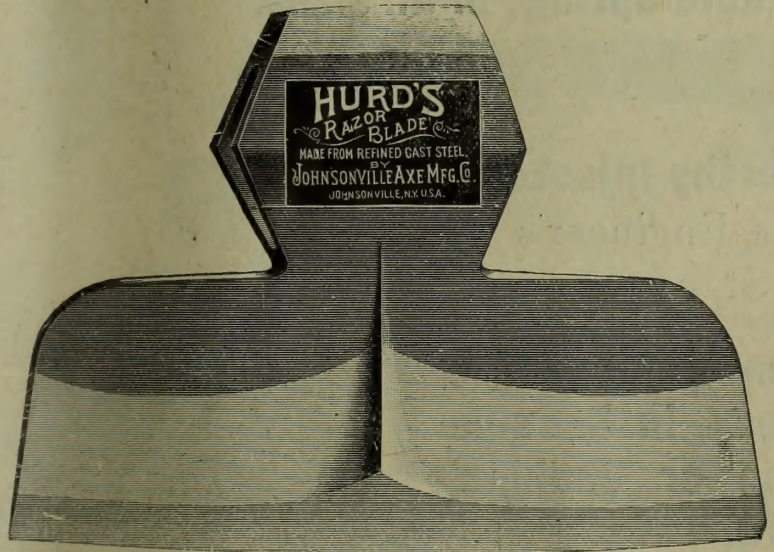
Five Years ago the name "Hurd's" was not known in Canada. To-day there are more ***Hurd's Axes*** sold than any other make.

The quality is superior, and the next surprising thing is, that they are all sold at the same price—or lower—than the Canadian Makes.

This is a line that is not cut. There is money in it for you. ***Get wise.***

Hurd's Bench Axe. Canada Pattern. Extra Full Weight Crucible Cast. Steel Bit, Polished and Bronzed.

No. 2	Width cut in. 4½	No. 5	Width cut in. 6
3	5	6	6½
4	5½		



Hurd's Broad Axe. Canada Pattern. Bronze Finish. Extra Quality Cast Steel.

Wgt. lbs. 5 to 7½, 8 to 8½, 9 lbs.

Regular "MICHIGAN PATTERN" Double Bit Chopping Axes.

3¼ to 3¾
3½ to 4
3¾ to 4¼

Also stocked in "THREE RIVERS" and DAYTON Patterns Single and Double Bit.



If by chance you have never Stocked

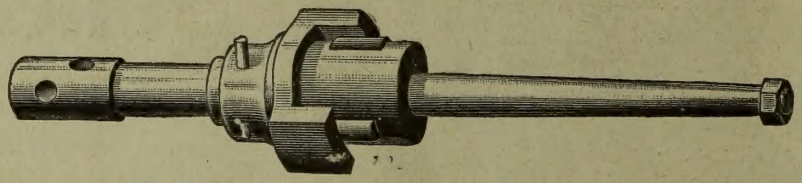
HURD'S AXES

Start the New Year well, and order NOW.

LEWIS BROS., Ltd., Montreal

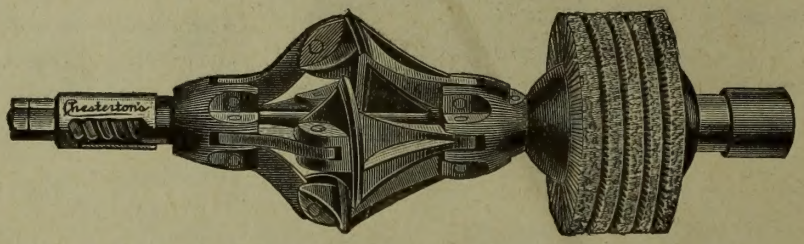
OTTAWA, TORONTO, VANCOUVER, CALGARY

Factories are Making Repairs
Have You the Articles they want?



Dudgeon's Pattern Tube Expander made to fit all sizes up to 4 inch.

Ingal's

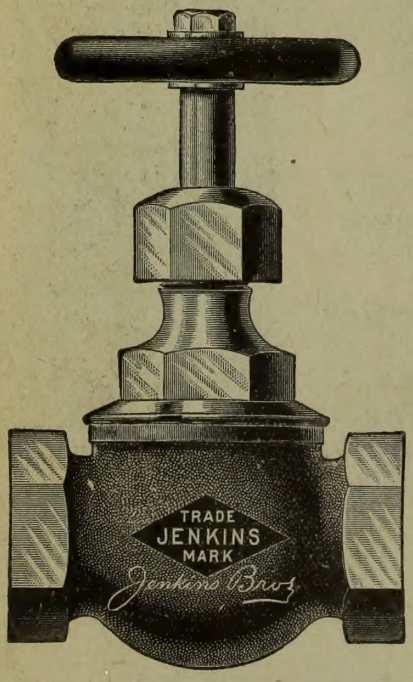


Flue Cleaners

with or without brush, in all sizes.

Engineer's Favorite, in all sizes.

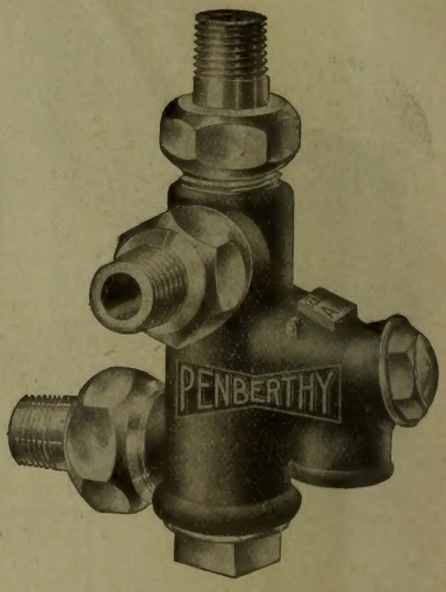
Beaver Adjustable Spring, in all sizes.



Penberthy Injectors
The Engineer's Standard

Valves. Globe, Angle or Check, in Genuine Jenkins or Jenkins' Pattern.

All sizes kept in stock.



Wood, Vallance & Co., Hamilton, Ont.

GEO. D. WOOD & CO., Winnipeg, Man.
WOOD, VALLANCE HARDWARE CO., Nelson, B.C.
WOOD, VALLANCE & LEGGAT, Limited, Vancouver, B.C.
TORONTO OFFICE, 94 Bay Street

H. S. HOWLAND, SONS & CO. LIMITED

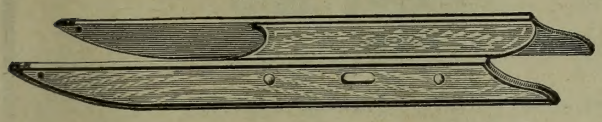
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

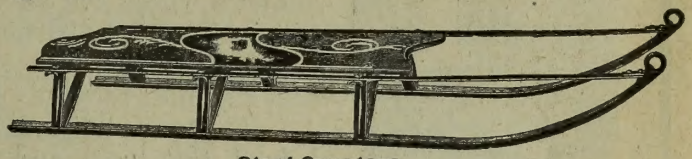
Wholesale Only

Sleighs



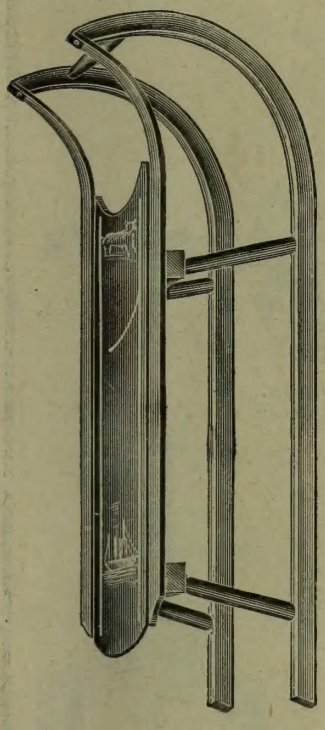
Wood Boys' Sled

No.	Length	Width	
2	33 in.	10 in.	Striped and Varnished



Steel Coasters

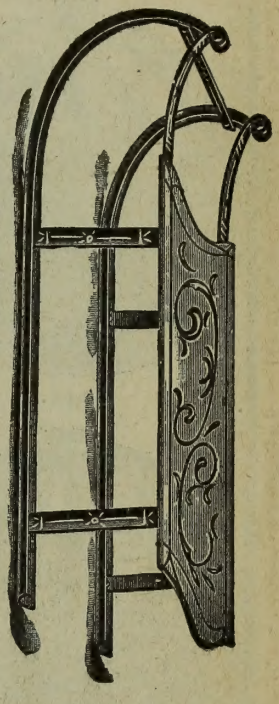
No.	Length	Width	Height
1	34 in.	10½ in.	4½ in.
2	37 in.	11½ in.	4½ in.
3	40 in.	12 in.	4½ in.



Wood Sleighs

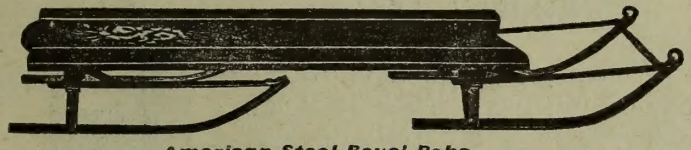
No.	Length	Width	
"Minto"	36 in.	12 in.	Three Straight Knees.





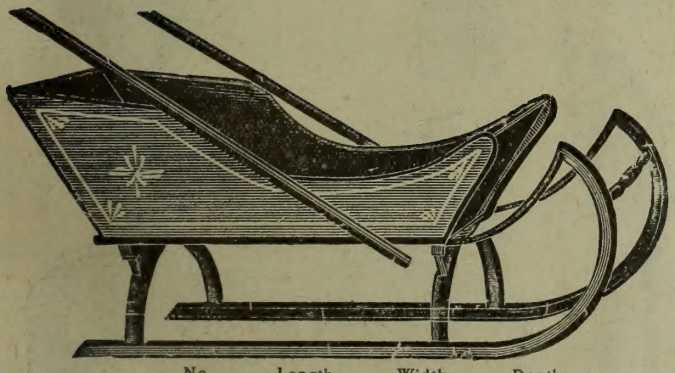
Steel Sledges

No.	Length	Width	Height	Knees
10	27 in.	9 in.	6 in.	2
00	28 in.	10½ in.	7 in.	2
0	30 in.	12 in.	7½ in.	2

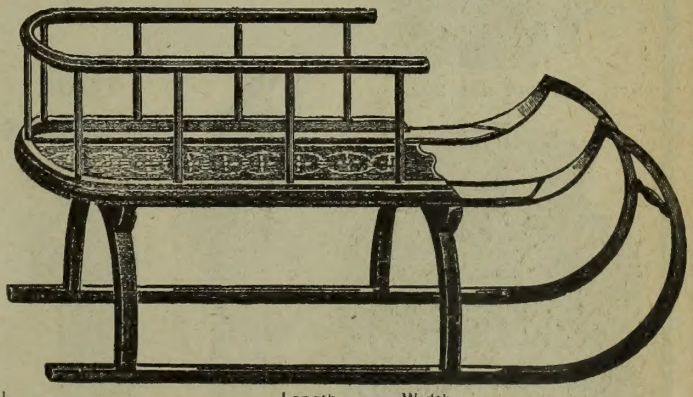


American Steel Boys' Bobs

No.	Length	Width	Height
202	44 in.	11 in.	5½ in.



	No.	Length	Width	Depth
"Popular"	1	30 in.	13 in.	6 in.
	2	32 in.	15½ in.	6 in.



	Length	Width	
"Comfort"	42 in.	13 in.	Two Bent Knees.

For other lines see our catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

GRAHAM WIRE NAILS ARE THE BEST

We Ship Promptly

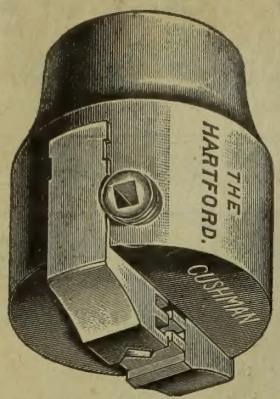
If you are not receiving our illustrated monthly circular, WRITE FOR IT.

Our Prices are Right

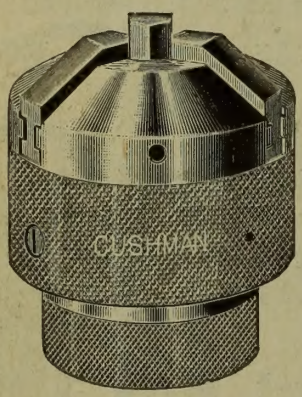
Drill Chucks

Is it not best to buy your supplies where you have the variety to select from. Consumers call for these styles because they are the best and most reliable Chucks made.

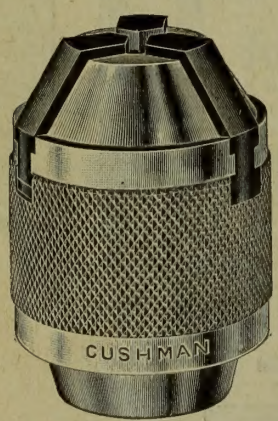
They are universally acknowledged the best, and when once used, always used.



HARTFORD.
3 Sizes.



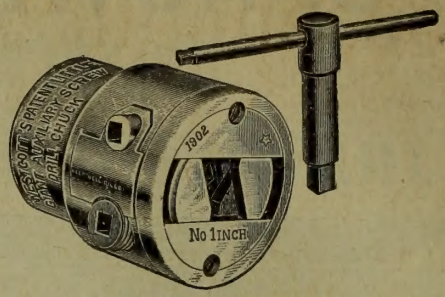
ACME.



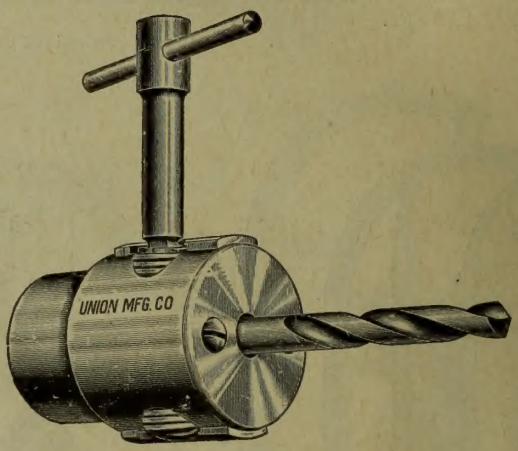
No. 301 and 302.



ALMOND.
3 Sizes.



LITTLE GIANT.
4 Sizes.



UNION.
3 Sizes.

F. & W.

FROTHINGHAM & WORKMAN, LTD.
MONTREAL, CANADA

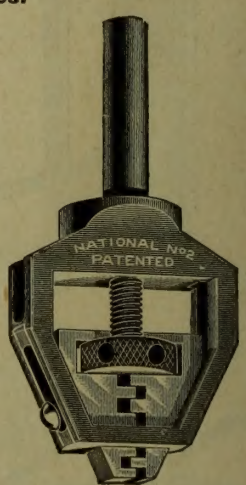
We carry a complete line of these chucks in stock. Thus no delay.

These lines are fully illustrated on pages 252 to 256 of our general catalogue.

ASK FOR OUR PRICES.

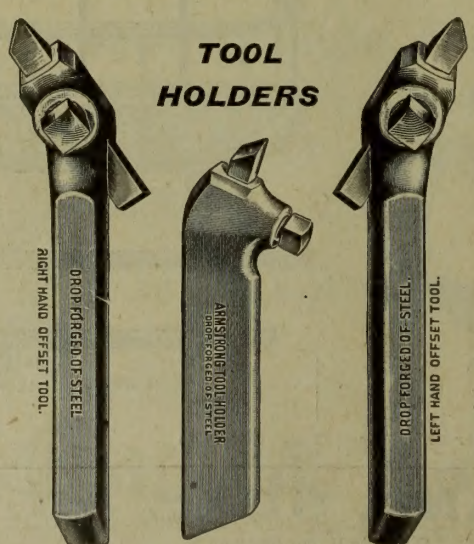


STAR.
3 Sizes.

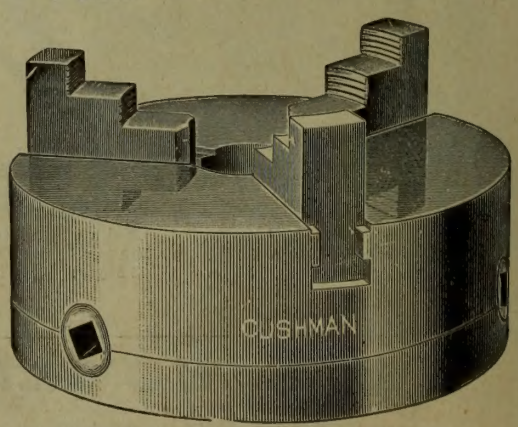


TIONAL.

TOOL HOLDERS



11 Sizes. 11 Sizes. 11 Sizes.



GEARED SCROLL.

You Should Make up Your Mind

to handle only the best lawn mowers next season.

There is no money **in the long run** in handling cheap goods. You may make more money at first from your sales but lose it again through dissatisfied customers making repairs, and possibly loss of business.

No such trouble will be experienced if you stock **"Woodyatt"** and **"Star"** lawn mowers. They are made of the highest grade of material and skilled workmanship is employed in their manufacture.

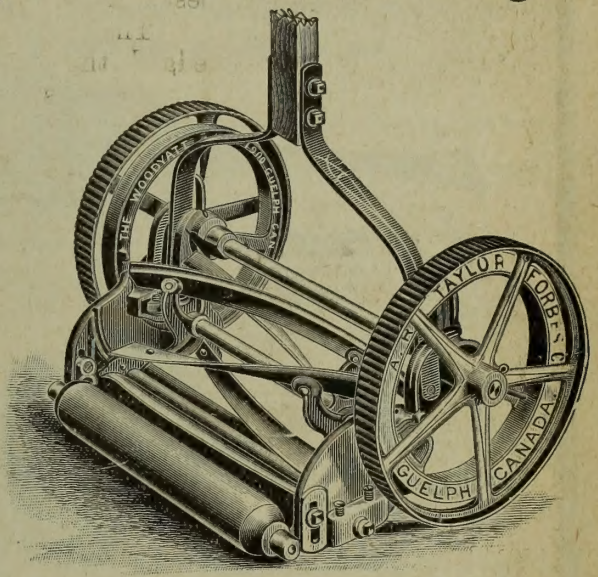
We have examined many makes of lawn mowers and do not know of others that give better **value for the money.**

"Woodyatt" and "Star" mowers **sell well,** and their buyers remain satisfied users.

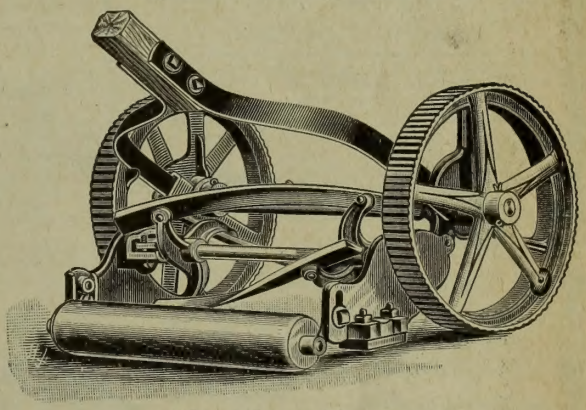
Place your **orders early** and make sure of getting your mowers for the opening of the spring business.

We have **other mowers** and a large line of goods useful in keeping lawns in repair.

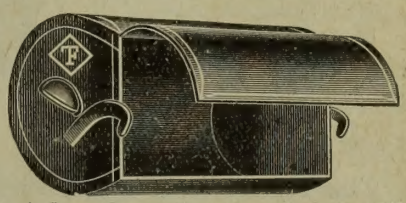
Ask our travellers about them.



"Woodyatt" Lawn Mowers.
Five sizes, 12, 14, 16, 18 and 20 in.



"Star" Lawn Mowers.
Three sizes, 12, 14, and 16 in.



Galvanized Iron Grass Catchers fitting "Woodyatt" and "Star" Lawn Mowers.

Caverhill Learmont & Co

Hardware, Iron and Steel

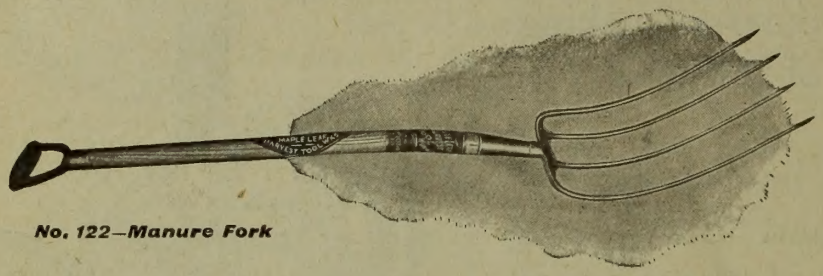
Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, CANADA.**

Showrooms, TORONTO, 77 York Street. **OTTAWA, Holbrook Chambers.** **QUEBEC.** **FRASERVILLE.**

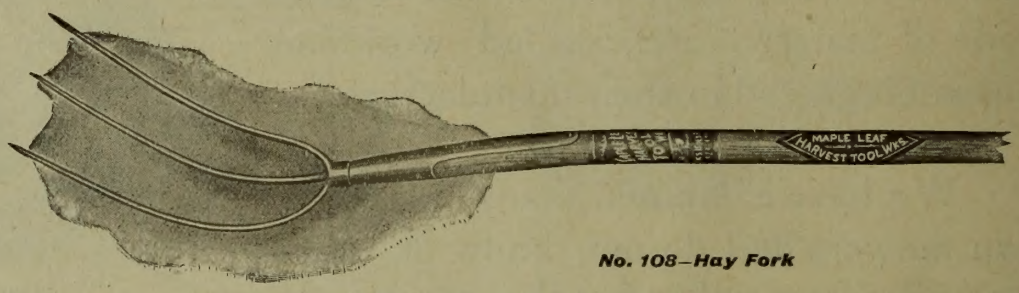
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

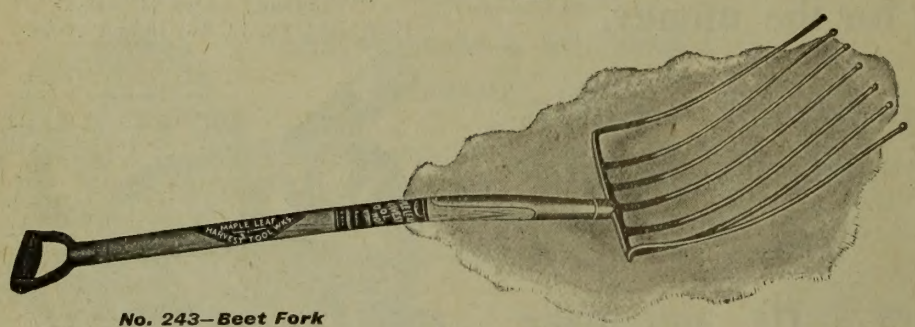
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



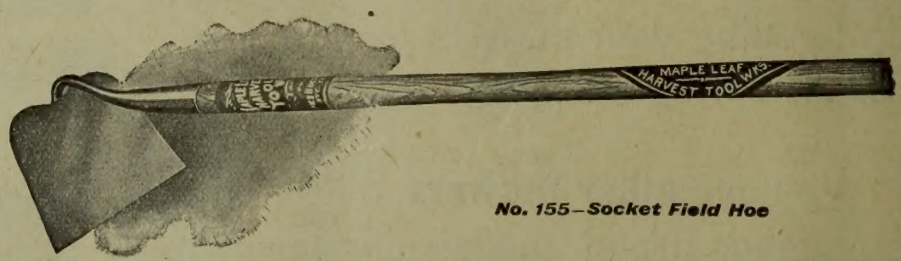
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

SHIP CHANDLERY

Ship, Yacht and Boat Fittings

Davey's Patent Windproof Ship Signal Lamps.
Galvanized Malleable Iron Pulley Blocks.

DAVEY & CO., 88 West India Dock Road
LONDON, E., ENG.

BUYER'S GUIDE

Every "Jack in the Box" has heard of the
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers.
THE MANUFACTURERS LIST CO.
P.O. Box 834 Toronto.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

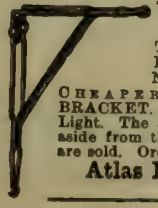
Our Ash Sifter Shovel should be in the hands of every hardware and stove dealer. It sifts ashes right inside furnace pit, throws cinders back into furnace, then same shovel takes uplashes. No ashes go through unless you shake; no dust if you keep shovel close to floor. For sale by all hardware and stove dealers. Manufactured by
THE COLLINS MFG. CO., TORONTO

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS.

Do the work of 5 men
Skating Rink Scrapers
Dozens in use all over Canada. For particulars and prices, write JAMES & REID, PERTH, ONT.
Sole manufacturers and inventors.
Hammered like a saw.



SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

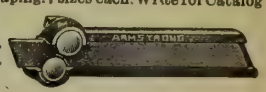
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS - Proprietors

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling



Two sizes, with wood slats

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats

Nos.	30	40	50
Ins.	14x21	17x25½	18x26



The Arrow Can No. 1

One size only.

15x24

With or without cover.



The Regulation No. 4

One size only.

14½x20¾

With six wood side protectors.



Three Sizes.

Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and black handles.

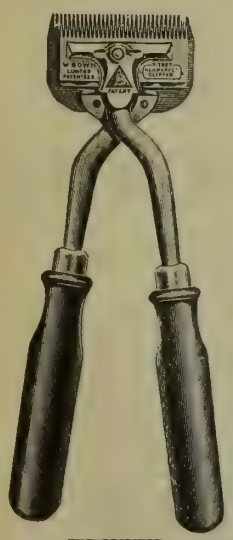
Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust and corrosion** from eating out the bottoms.

Descriptive circular and prices furnished on application.

The THOS. DAVIDSON MFG. CO., LTD., Montreal and Winnipeg

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THE SILVER GRIND



THE ORIGINAL NEWMARKET CLIPPER.

which is such a striking characteristic of the **Newmarket Clipper?** It is a kind of whistling sound, and means Perfect Grinding, Perfect Balance of Cutting Tension, Perfect Bearing of Cutting Edges. This is

Handicraftmanship

pure and simple, and can only be obtained by skilled and experienced workmen, who have had the secret handed down to them from their forefathers.

We Hold That Secret

and this explains why our machines keep their edge so long, and will clip 3, 4 and 5 times as many horses as other makes.

We ask you to bear these facts in mind when placing your orders for the coming season.



THE BURMAN No. 13 POWER HORSE CLIPPER.

BURMAN & SONS Limited, LEE BANK WORKS, BIRMINGHAM, ENG.



J. M. T. INJECTOR



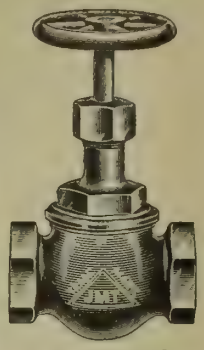
Oil Pumps and Oil Cups.



Pyrometer for Baker's Ovens.



Gauge or Try Cocks.



J. M. T. VALVES made in Brass and Iron.



Engine Registers Steam Gauges, etc.

J.M.T.

It will soon be ***"Sorting-Up"*** time.

Remember we make and handle the largest variety in

Engineer's Supplies
Steam Specialties
Water Goods

Goods with a reputation for ***durability*** and ***efficiency***—The kind that gives your customer that "lasting satisfaction"—low prices for good goods.

The JAS. MORRISON BRASS MFG. Co., Limited

93-97 Adelaide St. West, - - - TORONTO



Hose Racks for Fire Protection.

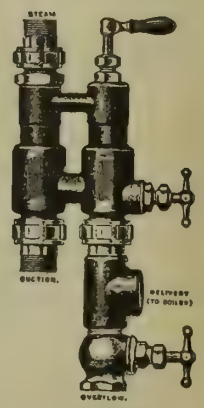


Water Gauges, Steam Traps, etc.



Flue Scrapers and Brushes.





HANCOCK INSPIRATOR.

TRADE MARK

FOR PLATE

Ready to Ship

We can guarantee immediate shipments of

"ALASKA" and "SINGALESE"
White Nickel Spoons and Forks.

"HUTTON'S H. & S. A.1"
Silver Plated Spoons and Forks.

We have a special consignment of these standard goods, from which to make prompt delivery.

Write for samples and prices.

The House of Hutton

Established in England in 1800

Sole Canadian Agent

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FOR CUTLERY

W. J. GRANT, Lindsay Bldg. MONTREAL

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets.
Roofing Caps.

ACME CAN WORKS

Ontario St. E., MONTREAL

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

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MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

36" and 40" NETTING

PALMER HAMMOCKS and ACCESSORIES



CUT NO L78.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1908 Catalog showing 112 colored illustrations.

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NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

CANADIAN REPRESENTATIVE
R. N. SCOTT, - 200 McGILL ST., MONTREAL

MIDDLETOWN CONN.

What About NEXT Year?



Have you been dissatisfied with your trade in sheet metal building materials this year? Have you found a lack of consideration for YOUR welfare, on the part of manufacturers you have dealt with? Has your turnover been small and your profit inadequate?

If so, we want you to try our "Acorn Quality" line next year. Our first aim is to co-operate with our dealers in every possible way and we know that you will be better satisfied, if you handle our goods exclusively. We make everything in sheet metal building goods

AND

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG

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THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life — Efficiency — Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by more successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

BANNER COLD BLAST LANTERNS



Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.



We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

Represented by **H. F. McINTOSH & CO.**

51 Yonge Street, Toronto, Ont.

Write for Catalogue.

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

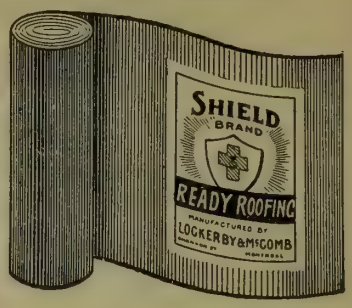
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL



The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question, the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion alike successfully.

Write for Prices and Profits!

Shirreff Mfg. Co., Ltd.

Brockville, Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet



Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

Eureka Hangers

The best on the market. Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well-made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.



The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.



Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

Hardware Store Business Methods

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
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SEND $1.00 TODAY, and the book will be mailed by return.

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The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

Rapid Money Makers!

There is not the slightest doubt of the fact that Eureka Rakes are now the leading wooden hay rakes in the trade.

EUREKA RAKES

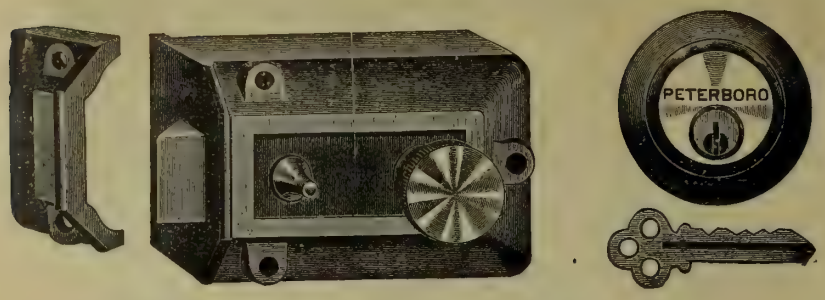
appeal to your customers instantly on account of their great strength. The ordinary kind of hay rake is incapable of standing half the usage which an Eureka Rake will stand. The main stem of the handle and the braces of Eureka Rakes, are sawn in one piece. And, instead of being insecurely stuck in a round hole, the handle of an Eureka Rake is firmly attached to the head in mortised hole.

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J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



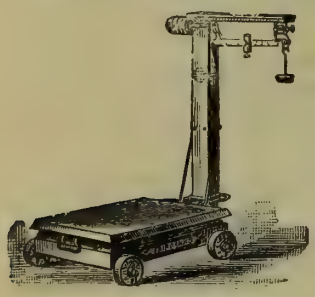
Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



FAIRBANKS

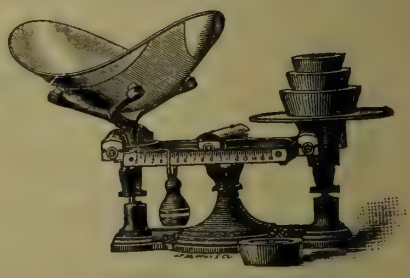
Platform and Counter Scales

The World's Standard

For Over

Three-Quarters of a Century

Awarded Grand Prize at St. Louis in competition with the world.



THE CANADIAN FAIRBANKS COMPANY, LTD.

MONTREAL, TORONTO, WINNIPEG, VANCOUVER.



The standard freezer of quality

Compare workmanship, castings, tinning with any other freezer. Ask any woman if it isn't easier to make ice cream in a Dana Peerless —if it doesn't take less time, less ice. Best advertised freezer.

Ask your jobber

THE DANA MFG. CO., Cincinnati, O.; 21 Murray St., N. Y.

"Rapid" Auger Bits Have the "Guide Point"



The "Guide Point" is an exclusive feature of "Rapid" Auger Bits. It prevents the bit from following the wood grain, thus insuring clean, straight holes. Every hardwareman can make money handling these high-grade tools.

Write for List and Prices

The RAPID TOOL CO., Ltd. - - PETERBOROUGH, ONT.

Advertising Course

COMPLIMENTARY to Retail Dealers

Here is a rare opportunity for ambitious dealers and retail salesmen.

Correspondence courses are not offered absolutely free of charge every day in the year.

The following lessons comprise the course :

Lesson No. 1—Principles of Advertising
Retail Salesmanship Interior Display Store Arrangement

Lessons 3 and 4—The Show Window

Lesson No. 5—Printing

Lessons 6 and 7—Elementary Publicity
Circulars Booklets House Organs
Follow-ups Stunts

Lessons 8 to 10—Publicity
Ad.-Writing

Lesson No. 11—Out-door Advertising

Lesson No. 12—General Summary
Experiences of Students, etc.

Dealers who applied for the course in April have received the first four lessons. They tell us that subsequent lessons are anticipated with the same interest that attends the reading of a fascinating "continued story."

The first lesson will be mailed upon receipt of your application. Other lessons will follow at intervals of one month or a little less.

Just drop us a line somewhat as follows :

"The Dover Mfg. Co.,
Canal Dover, Ohio.
Sales and Advertising Dept.
Gentlemen :
Please enroll the undersigned for your Free Advertising Course. We understand that the course puts us under no obligation. We agree to study the lessons faithfully or order them discontinued.
Very truly yours, etc."

We already have 2,500 students and are willing to enroll that many more.

The Dover Manufacturing Co.

CANAL DOVER - OHIO

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

...FULL STOCK...

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

SHORT CUTS IN BUSINESS

are where the profits are made. Every plumber and steamfitter can profit by the experiences of other men in the trade. Of course you cannot call on all the most successful men in the business but

PLUMBER AND STEAMFITTER OF CANADA

can give you some of the ideas they have tried out and found to be time savers. New tools are described and with new tools and modern methods you can stand the keenest competition. If you have a Plumbing or Steamfitting department you need our paper.

Subscription price $1.00 per year.
Issued 2nd and 4th Wednesdays.

PLUMBER AND STEAMFITTER OF CANADA

MONTREAL TORONTO WINNIPEG

BASS AND TROUT FLIES

$1.10 per hundred, postage included.
ORDER NOW FOR SPRING

JOHN NORMAN, 4502 Ste. Catherine St., WESTMOUNT, QUE

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Start The New Year Right

This is the time of the year when all Hardware men are planning to try and make "as far as lays in their power" the year on which we have just entered, just a little better than the year that has closed.

It is with this feeling that **The Dominion Wire Manufacturing Co.** has stepped into the New Year, and with the co-operation of our many friends we trust that the business relations which will exist between our customers and ourselves will be productive of mutual advantage to buyer and seller alike.

PENBERTHY

The Genuine Penberthy Automatic Injector stands to-day in a class by itself—the acknowledged peer of all other makes. The simple construction, the excellent workmanship, the quality of metal, the rigid factory test, coupled with our 25 years' experience, has placed the Penberthy in that enviable position. We are firm believers in doing our best, and the finished product of our factory will prove if we have been successful or not.

We take this opportunity of extending our hearty thanks to the Hardware Trade of Canada for the splendid patronage given us the past year, and we hope we will merit a continuance of these favors. Our best wishes go out to every reader of HARDWARE AND METAL for a Very Happy and Prosperous New Year.

PENBERTHY INJECTOR CO., LIMITED.

A Happy New Year

is in store for the dealer who handles

PUMPS AND SCALES

manufactured by

THE
Aylmer Iron Works Co.
LIMITED

AYLMER, ONTARIO

Write for catalogue and prices and start the New Year by buying your goods from a good reliable firm who stand behind their goods.



THE MOST DURABLE

The most economical and practical, and the most all round satisfactory wire fence on any market, is unquestionably the

"Dillon" Hinge-Stay Field Fence

It is practically unbreakable for the reason that the strand wires give way under weight and automatically readjust themselves when the weight is removed. The hinged stay does it.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Comfort and Perfect Sanitation Follow the Installation of

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Architects and Builders find **STANDARD IDEAL PORCELAIN ENAMELWARE** well adapted for modern homes, office buildings, warehouses, hotels and public institutions. It is durable, smooth, non-porous and absolutely impervious to gases, dirt and disease germs.

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Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
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WIRE ROPE

GREENING

All kinds and sizes and for all purposes

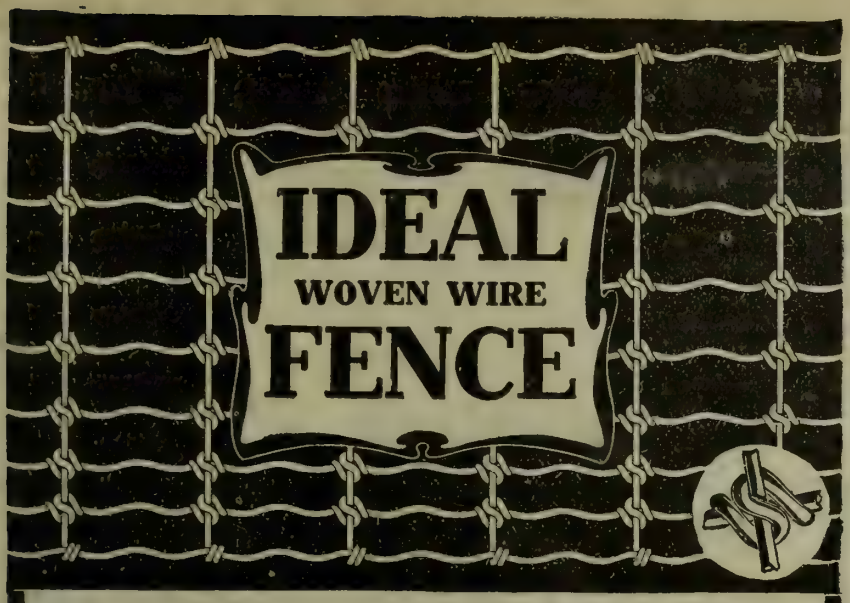
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Rope Fittings. Rope Grease

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Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

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Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

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STOCKHOLM, SWEDEN

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

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London Rolling Mills
London, Canada.





No. 8.
Finished.
Grained, Filled and Varnished.

A High Grade Screen Door

These are some of the features regarded in our factory as important.

The selection and seasoning of suitable lumber.

Modern equipment to machine this stock properly.

Experts in machine, building, wiring and crating departments.

A staff capable of supervising each operation minutely.

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Refrigerators, Screen Doors, Window Screens

PARIS, ONT.

BLACK EAGLE HATCHET

Claw Head



No. 20

Hollow Steel Handle. Oil Tempered Blade.
Hardened Head. All Riveted Under Heavy Pressure.
Parts Absolutely Immovable.
Finish-Black Enamel-Polished Blade and Head.

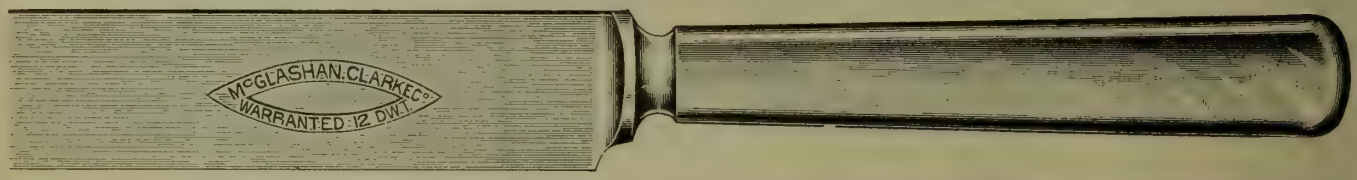
A Blade that Keeps its Temper.
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No Loose Head or Breaking of Handles.
For All Practical Purposes.
Up-to-Date and at Reasonable Price.
Fully Warranted.

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PLATED WARE THAT WEARS!



Scores of hardwaremen can testify that our goods really do give satisfaction. We make Cutlery, Nickel-Silverware and Plated Ware, which not only has a handsome appearance, but which wears as well as it looks, and keeps up its good appearance a long time. It will pay you to write us for our closest prices.

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Hand Machines Power Machines
Interchangeable Machines

There is a big demand during the winter months for these goods.

SEND AT ONCE FOR CATALOGUE AND PRICES

Manufactured by

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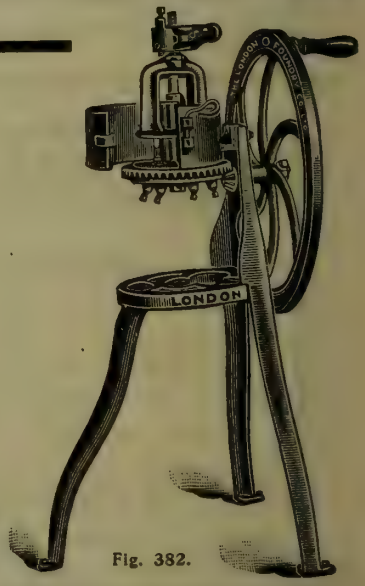
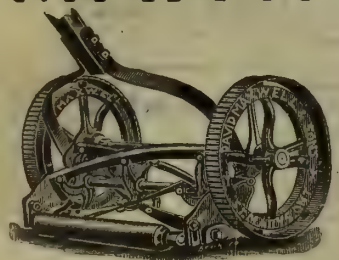


Fig. 382.

MAXWELL LAWN MOWER

A Summer Money Maker



Another Maxwell specialty—and, like all the products of this house, noted for its strength, durability and finish. Write us for prices.

David Maxwell & Sons, St. Mary's, Ont.

IMPORT SHEET GLASS

This is the time of year when Sheet Glass is booked for import, to be delivered in Spring. This year we booked a very large number of imports, and the glass was so satisfactory that we are having no difficulty in booking orders with the same dealers; but we want to get the few others that would not book this Spring.

Of course there are reasons why our customers are all so well pleased :

1st.—The Glass itself is of a very fine quality. The Single Glass being good, and the D.D. **running** a full **24** oz. to the foot.

2nd.—The Glass is extra well packed.

3rd.—The cases are very heavy and large sizes, all battened.

4th.—The **price** is always the **lowest offered** and **guaranteed** that way.

BOOK YOUR IMPORT WITH US.

The Hobbs Manufacturing Co., Limited

LONDON——TORONTO——WINNIPEG

H&R GUNS AND REVOLVERS

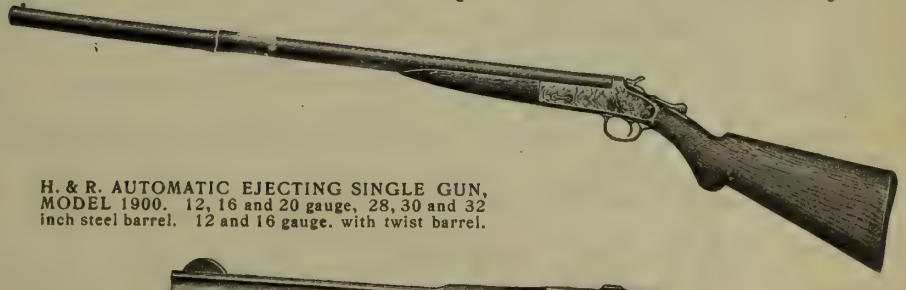
are profitable articles for you to handle, Mr. Dealer, because of the absolute satisfaction they have given to discriminating purchasers for over 35 years.

We are constantly impressing upon the mind of the public—your customers — the superiority of H. & R. Guns and Revolvers; the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

The great care and watchfulness exercised in the various processes of manufacture have gained the confidence of the public, which simply means an increased demand and larger profits to you.

Our Catalog tells about our full line and gives valuable selling points.

Write for it.



H. & R. AUTOMATIC EJECTING SINGLE GUN, MODEL 1900. 12, 16 and 20 gauge, 28, 30 and 32 inch steel barrel. 12 and 16 gauge. with twist barrel.



H. & R. HAMMERLESS in 32 and 38 calibres, five shot, with independent cylinder stop and automatic ejector. Weight of 32 calibre 3-inch barrel, 13 ounces; 38 calibre, 3¼-inch barrel, 17 ounces. Also made with 4, 5 and 6 inch barrels. Finished in nickel or blue.

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TAILORS' SHEARS,
TRIMMERS, SCISSORS,
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Gilbertson's Sheets
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mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

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Otterville Manufacturing Co., Limited, Otterville, Ont.

"Galt" Expanded Steel Lath

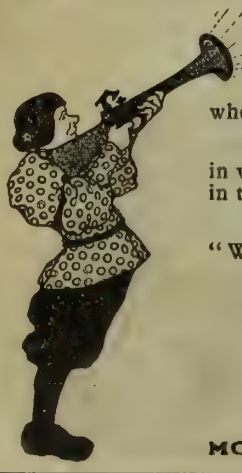


Strong, Rigid, Flat, Economical, Uniform, Durable

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

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LIMITED - GALT, Ont.

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From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

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— FOR —

CONDUCTOR PURPOSES

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For Sale by the TRADE in Canada. Write for catalogue and samples to

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FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

Crain

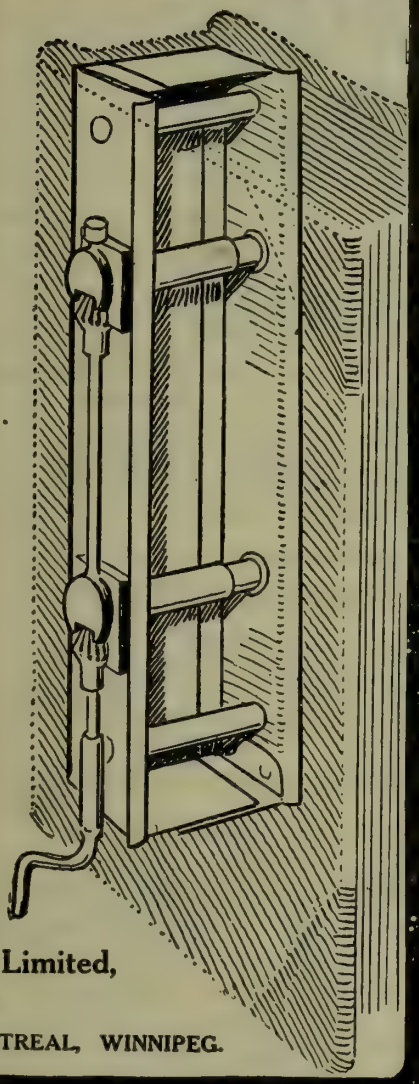
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for simplicity, ease of operation and strength is without a peer.

The frame is of cold rolled steel. The screws in the nickel-plated brass working posts are turned by bevel gears, the gear-wheels of which are of hardened steel and operated by the rod over which the key fits. The two smaller posts strengthen the binder and keep sheets in proper alignment.

No spring or rachets are used. Direct pressure after the principle of a vise, securely binds the leaves at points 1-500 of an inch apart. When locked the only way to get a leaf out of a Crain ledger is to tear it out.

Send for our booklet which gives complete information.

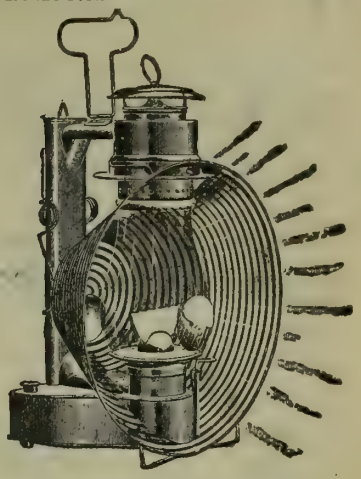


The Rolla L. Crain Co., Limited,
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Branches: TORONTO, MONTREAL, WINNIPEG.

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Manufacturers of the largest line of lanterns under the British flag. We make lanterns for the farmer, the artisan, the horseman and the railway company. Ask for and accept only WRIGHT'S make of lanterns. They are the best.



No. 20, Searchlight, Pattern 1905.

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

INCANDESCENT LIGHTING WITH COAL OIL



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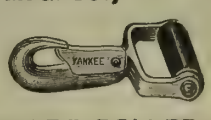
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Vokes Hardware Co., Toronto
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The Burr Mfg. Co., Cleveland, Ohio

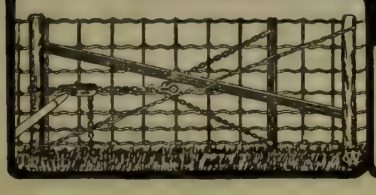
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Sizes, 1¼, 1½, 1¾, 2 in.



The best "Snap" for the Breast Strap.

"YANKEE" ROLLER SNAP



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Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
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THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

FREE



GRATIS

SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.



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TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

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A White Mop Wringer

is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

This Trade Mark

Ask for Catalog.

White Mop Wringer Co.
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Guarantees Satisfaction.

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Plate, Window, Figured, Stained, Wired, Bent, Mirror and Ornamented Glass.

Works: Don Speedway, also Victoria St., - - - TORONTO



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are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

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Non-Staining Cement

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Best in the World

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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

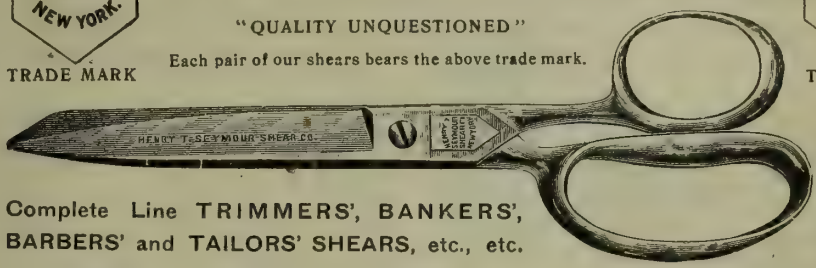
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have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

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Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

Latest Catalogue will be sent in exchange for your business card.

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"KANDA" Reg'd. LIQUID METAL POLISH

BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

KANDA & CO., 45 Basinghall St., LONDON, ENGLAND

SOLE AGENTS for Ontario:

THE KENNEDY HARDWARE CO., Ltd.

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These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

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LONG  LIFE

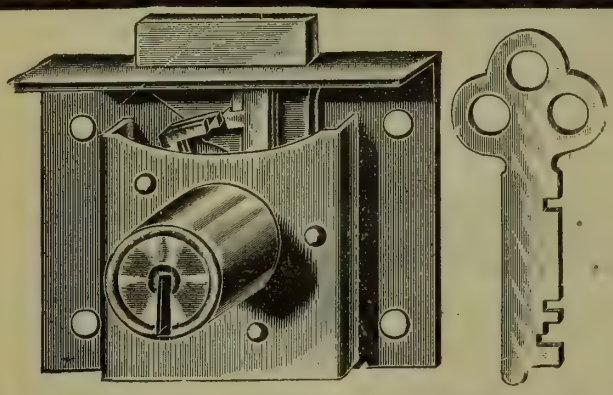
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Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

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This brand means ***Quality.*** When ordering ***Locks,*** no matter what kind, whether Pad, Till, Chest or Cupboard Locks you will find that it pays you to compare our prices as there is a good deal of money to be saved for you. We carry

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of all kinds and descriptions and
for all purposes

and our goods are all right. For further details ask your jobber, and specify the above brand when ordering.

F. W. LAMPLOUGH & CO., 9 DE BRESOLES STREET. **MONTREAL**

REGISTERED TRADE MARK

World's Best Cutlery

You make no mistake in specifying goods made by

GRANTED 1682 **JOSEPH RODGERS & SONS, Limited**

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company
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Satisfied Plumbers



are the result of using only
"DIAMOND" BRAND FITTINGS
The hardwareman who is on the look out for the best in fittings should inquire about "Diamond" Brand. They are perfect in material, in threading and in finish. Better write to-day for prices!

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OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

Less than 4c. a Week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week.

Annual Subscription, $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

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232 McGill St., Montreal. 10 Front St. E., Toronto.

CAPEWELL CALENDAR, 1908

We want every hardware merchant, and every hardware clerk and every salesman, selling horse nails to have one of these calendars, entitled.

"Bertie in the Blacksmith Shop"

Address Advertising Dept.

THE CAPEWELL HORSE NAIL CO.

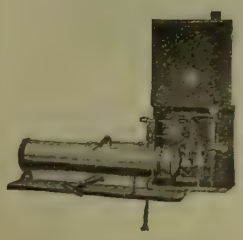
WINNIPEG, TORONTO, VANCOUVER

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



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500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast, all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**

LINDSAY, ONTARIO, CANADA.

Just a Few Ammunition Facts

There is no reason why any man in Canada using a firearm should require any other ammunition than "DOMINION."

And there is no reason why any dealer should have to stock up with half a dozen lines or more, when a complete range of Dominion—which he has to carry anyway—offers an unexcelled load for every modern firearm—Rifle, Pistol or Shot Gun.

1907 has been a record year—sales have grown enormously—"Dominion" has replaced imported ammunition to a heretofore unknown extent. This means that sportsmen and riflemen are suited.

Scores of dealers are cutting out other lines altogether—finding that Dominion Ammunition meets all requirements.

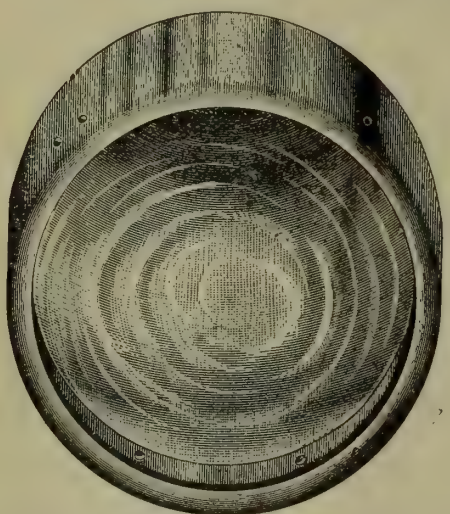
If you are in doubt as to the possibility of your doing so, write us.
We will give you pointers as to what others have done.



The Dominion Cartridge Co., Ltd.

MONTREAL

MILK CAN TRIMMINGS

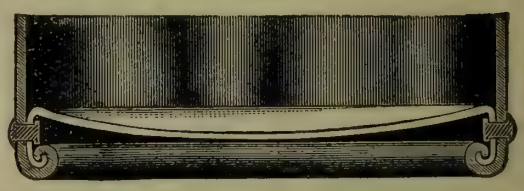


COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets,	6	6	6	6	6	6



The Roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the Body of the Can. It is the neatest and strongest in appearance, and is supplied with Concave bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest Bottom ever produced. They do not cost any more than inferior Bottoms. If you want to keep ahead of your competitors, use Kemp's Roll-rim Milk Can Bottoms.

WRITE FOR PRICES
AND DISCOUNT SHEETS.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

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THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal

New Year Resolutions

Sensible Advice given by a Toronto Preacher—"Don't Worry and Don't Stick too Close to your Desk," the lesson to be learned from the experience of New Yorkers.

DON'T LIVE TOO FAST.

There is a lesson and a warning for business men in the fact that there were 186 deaths from heart disease in this city last week, says the New York Herald, an increase of thirty per cent. as compared with the corresponding week of last year, and that the figures for the entire twelvemonth will very nearly equal this ratio of increase.

While the average duration of human life has been lengthened three or four years during the present generation the number of deaths from heart disease in New York and other American cities has steadily increased. This is admittedly due to the stress and strain of modern life, but more than all to the "worry" it entails among business men.

As experts point out, the anxiety and strain caused by recent monetary troubles has undoubtedly been the cause of many recent deaths from heart disease, especially among men advanced in years. Heavy financial losses in some cases, in others worry over apprehended disasters that will never occur cause loss of appetite and sleeplessness and a general lowering of vitality which renders the subject an easy prey to any prevailing disease, or if the heart be weakened by a long period of improper living it gives way.

Physicians have long been preaching the doctrine that American business men live too fast. With the telegraph, the ocean cable, the telephone and other modern facilities the man of affairs can do in one hour work that formerly would have occupied six. It might be thought his working day would be correspondingly shortened. Nothing of the sort has occurred. The speed with which trade can be effected has simply accelerated his pace, and he not only works faster, but more hours than ever, with corresponding increase of business and responsibilities. To keep up this energy he eats too much, sometimes drinks too much—for a man who spends most of his working hours at his desk and takes no open air exercise. Physical deterioration is inevitable, and when a period of more than usual stress and anxiety arrives he is liable to succumb.

Even from a sordid money-grabbing point of view his manner of life is a mistake. The day's shooting, yachting, riding or golf and an occasional change of scene give new strength and vitality and a clearer brain. In perfect health and possession of all his faculties the man has an acuter insight for the direction of affairs and can accomplish more than if he spent the whole time in his office or counting room with his nose to the grindstone. The man who thus preserves his health pooh-poohs as mere spectres a host of things which otherwise would worry him into his grave, and he will be living, active and prosperous for a generation after the survivors among his unwise colleagues have passed into a wretched and enfeebled premature old age.

What American business men must learn is to slow down, take wholesome recreation and above all quit worrying, even over real troubles when they come, whereas most of them now worry over troubles that never come.

GO SOFTLY IN 1908.

Let them snicker at your New Year's resolution if they will, but make it, and publish it, and keep it.! said Rev. Byron Stauffer, of Toronto, last Sunday. Man goes forward by plodding and by leaping. It is a mistake to imagine that no one can get goodness in a single bound. There is the army mule's tug and the kangaroo's leap in a man's moral evolution. A man needs the mule's tenacity to keep the ground he has gained ; he needs the kangaroo jump once in a while when he decides to go forward. Make a leap onward and upward this New Year, and then doggedly hold the ground.

And what shall you resolve ? To work harder ? Well, maybe that is needed in your case. True, the man that really succeeds in making progress never did trust in the eight-hour day overmuch. But likely you're working hard enough. To save money ? Perhaps, it's for you, but my opinion is you're doing fairly well as it is. To save a little is the safe road to competency, but to try and save much is the sure road to misery.

But twenty-five hundred years ago a king wrote in the front of his diary these words : "I shall go softly all my years." It will do for you and me today and it may well be our New Year resolution for 1908. "I shall go softly." The same word is used once in the Old Testament where a man speaks of velvet. So the phrase means, "I shall walk in velvet shoes all my days." "I shall handle folks and problems with kid gloves during 1908."

I shall go softly, gratefully, not grumblingly ; humbly, not proudly ; thoughtfully, not rashly ; prudently, not recklessly ; gently, not roughly. Activity stands in danger of being boisterous. The touch of intensity is often harsh. The brisk word is sometimes brusque. In our physical strength we forget the power of kindness.

Make the resolution on account of the manners it will give you. If two countrymen, equally uncouth, were to be put into Toronto's finest drawing room, the quieter-voiced of the two would attract the least notice. The soft word will reform the world. Scolding won't do it. The shriek of the impassioned declaimer won't do it. But the kind word will be a lever that will lift a thousand times its own weight. The wind howled over the lakes the other week. With its roar it beached a few small craft and wrecked a steamer or two. But today ten thousand ships are awaiting the great arm of the silent moon in lifting the whole ocean in order to carry them from their ports ! Say it to-day: "During 1908 I shall go softly."

PASS THIS ALONG.

The following practical advice, printed on a card for enclosing in envelopes containing receipts for remittances, issued by the Penton Publishing Company, publishers of the Iron Trade Review, Cleveland, is worthy of being passed along by readers of this paper :

"If all business houses and business men in America will do their level best at this time to pay every bill, large or small, as fast as they can, it will help very materially in the prompt restoration of confidence.

"We are doing all we can to help our customers on the one hand, and on the other, the money you have sent us will be paid out by or before this reaches you.

"This money panic must quickly pass by, and then, with confidence restored, your customers and ours are going to begin to place orders, and the establishments which supply the best goods and seek the hardest for business, will get there first."

TEAM WORK.

No one thing is so essential to the prosperity of a business establishment as team work. By this is meant the performance by every member of the force, in every department, of his assigned duties promptly and cheerfully, and further than this the co-operation of one department with another.

There is no unimportant work in connection with the manufacture and sale of goods. Every detail, no matter how apparently trivial, is essential.

These details are the result of experience and thought. They usually grow out of troubles which have arisen and must be guarded against in the future.

Orders are not issued for amusement or to provide somebody a job. They are intended to fulfill a definite purpose, and it is only by good team work in carrying them out, all along the line, that the house is kept running smoothly.

Good customers are often lost for a time—sometimes permanently—through a lot of insignificant little things, not important in themselves, but far reaching in their effect.

Business is made up of little things, and no one can say how comparatively important they are. Trifles make for perfection and nothing is perfect unless perfection is carried through all of its parts.

It is in carrying out the details, one man working with another, that team work counts.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Ontario Executive Committee Meeting

The quarterly meeting of the executive committee of the Ontario Retail Hardware Association was held at the Queens Hotel, Toronto, on Tuesday, December 31, all the members being present, with the exception of W. G. Scott, Mount Forest, J. R. Hambly, Barrie, and F. R. Taylor, Carleton Place.

The meeting was called to order at 11.15. Second Vice-President Peart, St. Marys, occupied the chair. A letter was received from President Scott, explaining his inability to attend the meeting, owing to his holding the position of water commissioner of Mount Forest, it being necessary for him to give an account of his work to his electorate at the nomination meeting.

The recent death of the wife of Vice-President Hambly was reported by the secretary, and a resolution of sympathy passed by the executive.

The secretary's report was then read, showing the progress made in the various departments of the association work. The report was taken up clause by clause. The treasurer's report was also read, showing the association's finances to be in a very satisfactory condition.

Arrangements for Convention.

After a general discussion regarding the best time to hold the annual convention, it was decided that it be held at the time of the annual live stock show in Toronto between the dates of February 11 and 14, the convention to occupy two days, the programme to be arranged by the secretary and submitted to the executive committee for approval.

Collection of Accounts.

Letters were read from a large number of members of the association using the collection form letters, the majority of them favoring an arrangement being made with some firm of lawyers who would act with the association in sending out a legal letter to supplement the two association collection letters. A letter was received from Walter B. Laidlaw, a Toronto solicitor, offering to issue such legal letters from his office at a nominal charge of 25c. each. The executive considered this matter favorably and instructed the secretary to complete arrangements with Mr. Laidlaw.

Reports received from members using the collection service were highly satisfactory, many members stating that results had been secured from accounts which had been given up as impossible of collection.

White Lead Branding.

Letters were read from the various manufacturers of white lead in Canada, in reply to the association's request that branding of a second grade lead as No. 1 be discontinued. Several of the leading manufacturers expressed themselves as in hearty sympathy with the suggestion and promised to support the request if the matter is taken before the paint, oil and varnish section of the Canadian Manufacturers' Association, to which all Canadian White Lead manufacturers belong. It was decided that the secretary write Dakers Cameron, secretary of the above association, requesting that No. 1 brand be abolished, and all white lead marked as Genuine, No. 2, 3, 4, etc.

J. H. Morin, manager of the Toronto branch of P. D. Dods & Co., appeared personally before the executive, but as the matter had been dealt with, a further discussion was unnecessary.

One of the executive members announced that the reports of the Government Inspector of White Lead Adulteration could be secured on request from the Agricultural Department, Ottawa. This inspector makes a practice of visiting hardware stores in different parts of the country, making small purchases of white lead, samples being forwarded to the government officials at Ottawa for analysis, the reports being afterwards printed, for distribution by the Agricultural Department.

A short discussion on the adulteration of linseed oil was also participated in, it being reported that some unscrupulous merchants adulterate oil on their premises, and offer for sale at much below the cost price of the genuine article. No action will be taken in this matter at present.

Legislative Matters.

The secretary reported that he was still in correspondence with Attorney-General Foy regarding the amendment of the Division Court Act abolishing the exemption in section 180 in order to make small accounts as low as $5 collectable by garnishment by procedure in the magistrate's court. In case of unfavorable action by the government it was decided that the trade generally be asked to use their influence with members of the legislature to secure this change in the law.

It was reported that the mail order houses were again agitating the question of a C.O.D. parcels post system in subsidized papers in various parts of the country. It was considered unlikely that the bill will be re-introduced in parliament this session, however, but instead brought forward with renewed vigor next year. Whenever the matter is brought up again, therefore, it was decided that an active campaign be carried on against the proposal.

The executive also decided to take action regarding the bill to be introduced in parliament this session respecting the incorporation of industrial and co-operative societies. It is understood that the proposed legislation aims to make it easy for farmers, mechanics and others to establish co-operative enterprises without securing charters as incorporated companies. As the history of enterprises of this kind in Canada has been a series of failures, causing loss to the farmers and workingmen who have invested their money, while also demoralizing prices of retail merchants, it was decided that the association enter its protest against the legislation. Copies of the bill will be supplied to each member of the executive, and if necessary the trade will be asked to write letters to the Ottawa M.P.'s urging the defeat of the measure.

Selling to Consumers.

Several complaints of jobbers and manufacturers selling to consumers were read before the executive, and as it was felt that this is probably the most vital matter for the association to oppose, the secretary was instructed to write the various concerns complained of, asking for an explanation and for a statement of their position, to be read before the annual convention of the association in February.

Cartage Charges.

It being reported that some members had an arrangement with certain jobbing houses that cartage charges at jobber's end be kept track of and deducted monthly from the jobber's statements it was resolved that the executive urge all members of the association to adopt this plan.

It was felt that it was unfair to the retail trade as well as to travelers to encourage the securing of rebates from travelers, of amounts covering cartage charges on shipments. These rebates, it is understood, are added to the travelers' expense accounts, and while paid by the jobbers, the indirect method of securing a settlement was condemned.

Stamping Weight on Parcels.

The secretary was instructed to write the Wholesale Hardware Association, requesting that the weight of all parcels shipped be stamped on the packages, along with the address of the consignee, whether shipments be made by freight or express. The adoption of this suggestion would prevent payment of over-charges to railway and express companies, and as some jobbers are already stamping their packages, it was felt that the wholesalers generally should do so.

Enamelware Seconds.

The secretary was instructed to write R. Blain, M.P. for Peel, asking that he, as a hardware merchant, endeavor to secure legislation to enforce the stamping of enamelware seconds as such, in order to protect the general public from deception, and the retail hardware trade from unfair competition in putting their first grade enamelware on the market. This action was taken as a result of a letter received from the Department of Trade and Commerce, Ottawa, stating that no existing legislation governed this matter.

One member of the executive committee announced that the unsatisfactory condition of the enamelware trade has caused him to discontinue handling it, he having established a crockery department in its place.

New List on Nails.

The secretary was instructed to write the Canadian nail manufacturers, requesting that the list on wire nails be revised, making the smaller nails the base, and running list prices down instead of up, in accordance with the suggestion made in Hardware and Metal of December 28. It was felt that the proposed change would do much to eliminate dissatisfaction of customers in selling nails and also discourage the existing price-cutting on this article.

Mutual Fire Insurance.

It was reported that a firm of insurance brokers in Toronto are preparing a proposition to be laid before the association before the annual meeting. The subject, therefore, was laid on the table to be brought up at the convention in February.

Organization Matters.

The secretary reported a steady growth in membership, many new members having been enrolled during the past six months as a result of the organization of the Collection Department. He had been unable to make any headway with the proposed Dominion association, owing to the disorganization existing among the trade in western Canada. Experience had shown also that the association could make good headway without an active organizer in the field, and it was, therefore, unnecessary to spend money for this purpose. The matter of district associations should be pushed, however, and district meetings called for, to be held at the various centres of trade throughout the province. The executive will consider this matter further at the annual convention.

Several members of the executive reported that some travelers are spreading reports that the association is on its last legs and likely to die a natural death before long. The answer to these knockers will be given at the annual convention in February. An organization which can bring together fifty or one hundred retailers at a convention, and in the face of strong opposition can maintain a substantial balance in its treasury, is not likely to fall to pieces, but, on the other hand, is likely to continue growing, both in membership and in the confidence of the trade throughout Ontario. As one member of the association put it: "It pays us to come down to these executive meetings and have a talk over trade matters, compare prices, etc., and if it pays us to do this several times a year it will amply repay any retail hardwareman to spend a couple of days at our annual convention, to talk over matters with men who can exchange valuable pointers with him."

The secretary also reported the receipt of a letter from the Canadian Wholesale Hardware Association, expressing the sympathy of that body "with the objects of the Ontario Retail Hardware Association, and pledging itself to use its best efforts to aid it in improving the conditions of the hardware trade."

Amendments to Constitution.

Notice was given that at the annual meeting in February motion will be made that the constitution be amended, providing for the holding of the annual convention at some date between January 1 and March 15, at the call of the executive committee, rather than on the second Tuesday in March, as the constitution now provides.

Notice was also given that motion should be made amending the constitution providing for amendments being made at the annual meeting by a two-thirds vote without the four weeks' notice now called for by the constitution.

The meeting adjourned at 4.30 p.m.

VALUE OF FARM LANDS.

In a recent address at Ottawa, M. Robins, Walkerville, pointed out that farm lands near towns and cities had grown enormously in value as compared with lands distant from the business centres throughout the country.

Merchants and manufacturers make the towns by their business enterprise, both in building up their own businesses and by organizing Boards of Trade to encourage outside investors to establish factories in the locality.

In this work they benefit themselves as well as enriching the owners of adjacent farm lands, some of whom are most thoughtless and ungrateful in neglecting to support their local mercity departmental stores, the owners of which pay no taxes or make no contributions to maintain the schools, churches and other institutions in the smaller towns.

Too often, also, the retired farmers in the small places are so unenterprising and conservative that they refuse to grant assistance to new industries after the public-spirited merchants have induced capitalists to agree to establish industries.

Much depends upon the local publisher. If he is alive to his own and his town's interests he will use all his influence to educate the farmers and retired farmers to the advantage of supporting their local merchants. The more trade given the local dealer the larger volume of stock and better selection of goods he will be able to offer his customers.

The local editor can, with little effort, secure plenty of material for articles showing that the prices of the local merchant compare favorably with those of the mail order houses, and that the future of the town depends upon the building up of its mercantile and manufacturing institutions.

If money is sent to the city mail order houses the local merchants are weakened, they cannot spend so much for advertising, the local paper suffers, the district becomes unprogressive and the value of both town and farm lands fails to advance or falls if the movement is not checked.

The country editor has nothing in common with the mail order millionaire, and if he does his duty to himself he will be an active supporter of local enterprise and a builder up of sentiment in favor of the local merchant as opposed to the catalogue houses.

COUNTERACTING MAIL ORDERS.

Where newspapers in towns and small cities are finding their local merchants are suffering from the inroads of the mail order houses, it might be worth while for them to adopt some plan such as that followed by the Rutland, Vt., Herald. The Herald started an advertising campaign in its own columns to demonstrate that it would be cheaper for the people of Rutland to buy goods at home. The first advertisement occupied nearly one hundred lines, double column and told how a local man wrote to a Chicago firm for a pyrography outfit, which he saw advertised in a magazine. After spending $4.10 and waiting twelve days he at last got the outfit complete. Had he bought the same thing locally he would have been able to secure it the same day for $2.90. Examples such as this could be found in every town, and, if the newspaper publisher has enterprise, he will discover them and make them public, to the benefit of local advertisers.

LARGE MAIL ORDER BUSINESS.

The annual report of Sears, Roebuck & Co., which has just been published, emphasizes the continued growth of the retail mail order business and the great place it is coming to hold in the distribution of goods in general. It appears that while in the calendar year, 1905, the company's sales were $27,604,253, and in 1906 were $37,943,472, that for the year ending June 30 last they were $50,722,839. There is thus an increase in the volume of business for the years covered by the reports of more than 80 per cent. over that of the calendar year 1905.

These figures enforce the seriousness of the competition which merchants of the country are called upon to meet and the need for unrelaxing efforts and increased enterprise and energy in the conduct of their business, says the Sporting Goods Dealer. There is also brought up anew to wholesale distributors and manufacturers serious problems in regard to the effect the mail order business has on the regular distribution of all classes of goods. In this condition of things, which does not promise to become more favorable for the marketing of goods in old channels, the manufacturers and jobbers will have to see to it that the retail dealers of the country obtain their goods on as advantageous terms as do catalogue houses.

A GOOD EXAMPLE.

The Saturday Evening Post, of Philadelphia, is setting a good example to the business community of America. All through the recent financial flurry it preached confidence and hope. Now its publisher, Cyrus Curtis, has followed up preaching by practice, and to show that he believes in the solidarity of conditions in general he has spent fifty thousand dollars in advertising the Christmas number of the Post. This is a splendid example and one that might with advantage be followed by other publishers and other business houses. Instead of accepting the words of the blue-ruin shouters, and believing that calamity awaits the business world, show people that this idea is wrong and set an example of courage and hope.

Travelers' Annual Banquet

Wit, Humor and Wisdom From the Spee ches at the Big Dinner Last Week—J E. Ellis, Edward Gurney, J. S. Willison and Others Pay Tribute to the Knights of the Grip—A Very Enjoyable Occasion.

The boys of the old brigade, the fully-fledged and the just-hatched members of that great brotherhood of drummers—more properly speaking, the Canadian Commercial Travelers' Association—were all present at the annual dinner in McConkey's banquet hall on Thursday evening, December 26th, and a jollier crowd than the two hundred and fifty knights of the grip who gathered around the tables it would be hard to find.

With President Lewis A. Howard beaming good humor at the table of honor, were, J. F. Ellis, Edward Gurney, Jas. P. Murray, J. S. Willison, Lieut.-Col. Stoneman, Jos. Oliver, Tom McQuillan, E. Fielding, Robt. Algie, and Geo. West.



LEWIS A. HOWARD, TORONTO.

The dinner part of the evening was pretty well looked after, but, as the gentleman beside The Grocer representative remarked, "It came too soon after the mighty big dinners everyone ate on Christmas day to be thoroughly enjoyed." However, by half-past nine the turkey and ices had been well disposed of, everyone got settled down comfortably with weeds and pipes going full blast, and through the smoke the speakers of the evening poured out their oratory and words of wisdom.

President Howard set the ball a-rolling by proposing the honored toast to the King, and if His Majesty could have heard the way the big family took up the song in his honor he would have wept tears of joy. Then in a few well-chosen words, indicative of material progress and prosperity, the president followed with the toast to Canada.

A couple of bright musical numbers were well received, and then J. F. Ellis, who, by the way, is a charter member and one of the original directors of the association, proposed the toast, "Our Manufacturing Interests." Mr. Ellis didn't seem to think he was expected to stick to his text, and wandered off onto a pet theme of his own, which, however, brought out a forcible point. He side-tracked himself onto the question of the evils and dangers of level railroad crossings and pleaded for the help of the members of the association in effecting a remedy. A membership of 22,000 is a big army, said Mr. Ellis. You travelers can do a great work in this matter by watching for the dangerous crossings, bringing them to the notice of your customers, and to the Railway Commission, and educating the people generally to demand adequate provision for safety. Coming back to the toast, Mr. Ellis said that our three chief industries, farming, fishing and manufacturing, go hand in hand and must be equally developed to develop the true wealth of Canada. With these industries prosperous, the country at large will be prosperous. Our manufacturers are beginning to reach out beyond the home markets and this also means success to Canada.

Edward Gurney, in replying, was in a jovial mood. He referred to his early experiences as a traveler, before the days of the association, "A long time back," as some of the boys sang out, and told of some of the things the travelers used to do in those days. Becoming serious, Mr. Gurney outlined the necessary characteristics of a salesman, whom he described as the main factor in business. "He must be a man of good brain, heart, liver, belly, physique," he said, "and with more courage than the most of them. The salesman should honestly represent the man by whom he is employed. This is the essence of his success." Above all, he must "make things git."

Speaking to the toast, Mr. Gurney immediately climbed to his familiar high-protectionist perch and swatted the Government for its seemingly bad policy toward the local manufacturer. "No agricultural country can be a great country," said Mr. Gurney. "What is going to be Canada's future ?. In forty years of business in Canada," he continued, with a wave-like motion of his big fist, "no line of business shows such a small percentage of returns as manufacturing."

In conclusion, Mr. Gurney appealed to the travelers to think and act for themselves. He would rather have the co-operation of the travelers. he said, than of any other body in the country. Because no other body was so close to the factors of business. "Think matters out," he said, "come to a reasonable decision, irresponsive of party, and then let the people feel ye !"

Everybody felt pretty good after this speech, given in Mr. Gurney's characteristically cool and deliberate manner, and they listened with appreciation while Master Wilfrid Morrison, the boy soprano, climbed on a chair on the raised platform and sang a couple of solos in a particularly pleasing way.

"Tom" McQuillan proposed the next toast, "Wholesale Mercantile Interests," in a bright and brief way, and the three cheers and a tiger which were handed out for him showed what a place the past-president has in the hearts of his brother travelers.

Jas. P. Murray, president of the Toronto Carpet Company, who responded, said that perhaps if he had stayed longer on the road he might have obtained a better grasp of the gift of gab, and, speaking to the toast, proceeded to tell something of the position of the woollen industry of Canada. Mr. Murray cited a host of facts and figures, touching principally on the disadvantages which Canadian woollen manufacturers have



BILLY COLVILLE,
Who Responded to the Toast to the Ladies.

to contend with, and which are placing the industry in a serious position.

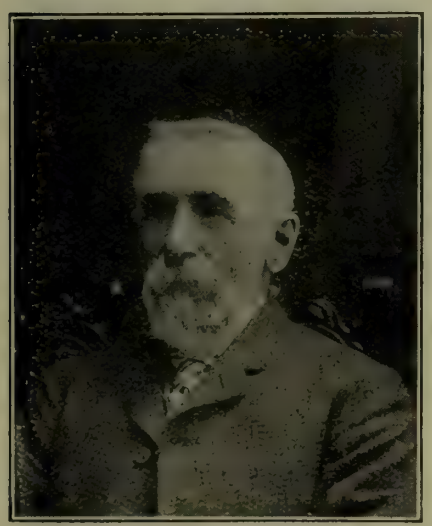
After this "Brother" Donald McGregor, always popular with the travelers, stepped up and sang a couple of stirring songs in a way that brought down the house.

Ex-Alderman Joseph Oliver smiled as if he were perfectly sure of election when he rose to propose the toast, "Our Association," and well he might, for as a past president of the C.T.M.B.A. and for himself he was given a mighty encouraging reception. He modestly and wisely refrained from any reference to municipal politics, and getting down to business at once, made a neat speech, remarking that Mr. Ellis and his associates had built better than they knew when they had organized the association. With the financial status and the number of members the body was now able to boast, it could justly be called a big and growing success.

E. Fielding, the association's financial watchdog, reviewed the growth of the body, in a comprehensive manner, and spoke of the features by which the organization was superior to an insurance company, from a financial standpoint.

Following this came a generous—in point of length—selection by Highland Piper Hay, late of the Black Watch Band, which some of the "boys" liked exceedingly, and some didn't like at all. It all depended on one's bringing up, as more things do than we usually realize. They all were eagerly expectant, however, when Lieut.-Col. Stoneman, one of the old brigade, was called on. The colonel turned his remarks into a recitation taken from "Songs of a Sourdough." To be definite, he told the vivid story of the "Shooting of Dangerous Dan McGrew," and made the "wild-eyed stranger" who pounds the piano, and the "lady that's known as Lou" do their parts in a manner worthy of an Irving. As a response to a more than hearty encore he gave the familiar and inimitable "How Bill Adams Won the Battle of Waterloo."

Then came the necessary toast to "The



E. FIELDING.

Press," proposed by George West, who spoke in an appreciative way of the merits of this influential factor in society.

J. S. Willison, of the News, was there to respond, and he did it jovially and characteristically. But he didn't stick to his text, either, and wandered off into a story of how he began to learn salesmanship as a book agent, and after "falling down" very abruptly, left the business of canvassing for something more congenial. Mr. Willison has a good opinion of the travelers. "I suppose they represent a higher average of intelligence than any other group of men in the country," he said, "and they're just enough mellowed to make 'em fit for companionship." It was pretty risky to tell a story, he thought, because they knew all that ever were, some that were suitable and some that were not. And everybody laughed. Referring briefly to the Press in a manner that no one could regard as serious, Mr. Willison said that it had its virtues and defects, was sometimes devoted to the interests of the public and sometimes to itself.

W. H. Seyler, manager of The Grocer, spoke on behalf of the Trade Press, which he characterized as the organ of business, and, therefore, a supporter and aid to the traveler. As an old traveler he appreciated the joys and sorrows, principally joys, he said, of the traveler's life, and knew what it meant to be "up against it."

Robert Algie, the father of the "snack," who, as he said, had been "gathered in off the street" that evening, was called on and made a telling speech, reviewing the points of the previous addresses, and emphasizing particularly the fact that travelers should think, act and vote for themselves. In response to a request he gave a selection, also from the popular "Sourdough Songs," "The Cremation of Dan McGee," a humorous tale of the north, in a manner which was thoroughly appreciated.

Then followed a couple of musical numbers, after which John Charles, with his face even rounder and rosier than usual, and with good humor radiating from every pore, jumped up to propose that always last and inevitable toast, "The Ladies." Why they chose Billy Colville to reply to this The Grocer couldn't guess. In spite of the fact that indications pointed strongly to a probability that he would be leaving Canadian civilization shortly for an extended trip around the world, Billy got up and after gulping down a good deal of water, spoke of the great advantages of married life, the indispensability of the ladies, and, as a grand finale, handed out a lot of good advice to those already married and to those contemplating the happy state.

This, with a vote of thanks to the speakers and entertainers, and cheers for the Association, brought to an end a late end, by the way, one of the finest dinners the members of the Commercial Travelers' Association have ever enjoyed.

Through the Smoke.

You just ought to have heard those travelers sing. The way they caught on the chorus of the Maple Leaf and two or three of the popular songs made you think of angelic choirs—or something else.

Did you ever notice how many stout travelers there are? It was quite evident at the dinner. And the fatter they get the jollier they seem to be. Look at Billy Anderson and John Charles, for instance.

Billy Colville didn't look a bit as if he wanted to leave his wife and family to go round the world, when he was replying to the toast to the ladies.

John Charles noted that they always put the ladies and the press together. We wonder why?

Songs of a Sourdough was pretty well advertised by the two recitations from its pages. But they were good human stuff, and took well.

Isn't it funny that these travelers who can talk like a streak by the hour when they are selling sugar or dress goods always get cold feet when they try to make a speech?

"And I can well remember my first sale," said Edward Gurney, when speaking of his apprenticeship as a traveler. "We all do," came back in a chorus that rather surprised him. We wonder what Mr. Gurney really did do on that first trip to New York.

Jack Wildfong, whose broad shoulders carried the responsibility of the chairmanship of the general committee, and who was also chairman of the entertainment committee, was here, there and everywhere, applying oil to make the function go smoothly. He deserves a good deal of credit for the success of this year's dinner. Mr. Wildfong wears even a wider smile than usual when he thinks how well things went.

TRAVELERS' ANNUAL MEETING.

The thirty-fifth annual meeting of the Canadian Travelers' Association was



R. M. STUART, HAMILTON.

held in St. George's Hall, Toronto, on Friday afternoon last, and was one of the best attended and most enthusiastic meetings in the history of the organization.

The financial statement as presented was most satisfactory, showing a reserve fund of $576,489, the largest in the association's history. Last year's death claims numbered 72 and $45,812 was paid to beneficiaries. The membership of the association has now reached 8,531.

Several matters of particular interest to the traveling fraternity were discussed. Regarding the matter of accommodation in local option districts a resolution was passed to the effect that the board ask the government to add to the local option by-law a clause which will provide for the ample accommodation of both man and beast and if not that the by-law be declared null and void. The resolution also asked that an inspector be appointed to see that such accommodation is provided.

Reference was also made to the growth of the Northwest Commercial Travelers' Association, and it was held by several speakers that unless better care was taken of that part of Canada the association had better withdraw.

The president's address referred to the questions of fixing Thanksgiving Day and dates of general elections on Monday or days convenient to travelers and these were heartily endorsed and will be acted upon.

The election of officers resulted as follows: President, Lewis A. Howard, Toronto, re-elected; vice-presidents John Gibson and Robert Gemmell; treasurer, E. Fielding; Toronto directorate, Messrs. S. M. Sterling, J. H. Wildfong, Geo. W. Moore, James G. King, W. J. Nicks, James H. Lumbers, C. J. Tuthill, Harry Ellis and A. C. Rogers; Hamilton vice-presidents, John H. Herring and Robert M. Stuart; directors, Messrs. Arthur F. Hatch, W. H. Dean, E. O. Zimmerman, George McGregor, John Stoneman and P. A. Somerville; Montreal board, vice-president, S. O. Shorey; director, William Cauldwell. Auditors, W. H. Cross and H. Barber.



W. H. DEAN, HAMILTON.

ARRANGED FOR "SNACK."

Drummers' Annual Outing in Alton to be Held on July 24th and 25th.

An enthusiastic meeting of the "Snack" Club was held in the King Edward hotel, Toronto, on Saturday, to discuss ways and means for the drummers' annual summer frolic at Alton. Mike Malone occupied the chair, and Vice-president Cecil Hunt made himself evident, as did also Bob Asher, the Toronto secretary. The following worthy upholders of the Snack were present:— From Hamilton, Bay Hill, Geo. Smye, Pete Smith, Court Thompson, Col. Stoneman and Neil Tufford; from Alton, Robt. Algie and Amos Mason, and from Toronto, Bob Keyes, Billy Colville, Geo. Campbell, Billy Meen, Jack Wildfong, John Charles and others.

The date for the outing was set for the last Friday and Saturday in July.

The financial report proved exceedingly satisfactory, there being over $100 to the good above last year's expenses.

Several committees were appointed to carry forward arrangements for this summer's frolic. One is to consider the matter of issuing souvenir programmes similar to last year. The Toronto side of the concert programme was left in the hands of "Brother" Donald McGregor. The Hamilton end is again left in the dark, but it is known that this always turns out most satisfactory. Billy Colville was made chairman of a games committee, and others appointed to prize, printing and publicity committees. Bob Asher and John Charles will look after the matter of badges.

The next meeting will be held in Hamilton early in May.

TRAVELERS' CONFERENCE.

The annual meeting of the sales department of Lewis Bros., Montreal, was held at the head office, Bleury street, on Thursday, Friday and Saturday, Dec. 26, 27 and 28. This year an innovation was made, and several manufacturers were represented by their head salesmen, who demonstrated how their goods were manufactured. The ice cream made on the premises in the "Iceland Peerless Freezer" was acknowledged to be most delicious. The visitors inspected the order department, where, under the conductorship of one of the directors, C. F. Smallpiece, they were shown the manner in which orders were shipped the same day as received, and also how the different floor managers kept track of their stock. Friday evening was devoted to the theatres.

On Saturday afternoon the annual meeting was held, presided over by J. G. Lewis, vice-president and general manager. Addresses were made by the chairman, C. M. Strange, sales manager; C. F. Smallpiece, and J. T. Smith, secretary-treasurer, and each salesman in turn gave some valuable pointers. Letters on salesmanship were read from John Hall, sales manager of the Simmons Hardware Co., St. Louis, Mo., and also letters from some former travelers, J. R. McMillan, of McMillan Bros., Guelph; W. O. LaBelle, of the Kingan Hardware Co., Peterboro; B. S. Leak, of Mackie Bros., North Bay, Ont.; N. J. Dinnen, of Winnipeg, and Norman A. Wylie, of the Kemp Mfg. Co., Toronto.

In the evening the annual banquet was held at the Engineers' Club, Beaver Hall Square, where the salesmen were guests during their stay in the city. C. M. Strange presided, and was supported by C. F. Smallpiece, J. T. Smith, H. H. Clark, of Lennoxville, who travels in the eastern townships, and was vice-chairman; J. A. Demers, of Quebec, the veteran salesman, and W. R. Tait, of Toronto, manager. Other members of the sales department present were John R. Anderson, J. A. Bureau, A. O. Campbell, H. B. Carbray, J. Craig, C. Doddridge, G. W. Dunn, G. N. Gray, J. A. Rochette, A. Rochette, H. R. Jicketts, B. Saunders, H. H. Valliere, J. C. Watson, A. H. Hart, E. Turbayne, G. C. Young, L. J. LeClair, C. L. Devitt, J. A. Jackson and E. N. Cote. The different heads of the departments were included among the guests: Geo. E. Chaffee, of the Advertising department; E. B. Ryan, of the invoice department; H. V. Armstrong, fo the claims department; J. A. Jackson, of the sample department; H. J. Stafford, of the travelers' order department; E. Bouret, of the letter order department; D. Deschamps, of the heavy goods department; E. R. Spragge, of the purchasing department, and O. B. Hixon, cutlery department. C. J. Walter, of the purchasing department, was unable to be present, owing to illness. The usual toasts of the King, Lewis Bros. and heads of the various departments were proposed and drunk with enthusiasm.



C. M. STRANGE

Sales Manager of Lewis Bros., Montreal

SPORTING GOODS IN CHINA.

In China, as in all countries in the Far East, Euorpeans generally go in for some kind of sport. The men all shoot, play golf and tennis, or some other outdoor game. This practise is responsible for a large demand for all kinds of sporting goods. Up to the present time the majority of these goods came from Europe, but Canadian firms could secure some of the business by going after it.

* * *

A new method of cutting steel is said to have been patented by a Belgian engineer. The process consists in first heating the metal by means of an oxy-hydrogen flame and then cutting it by a small stream of oxygen gas, which unites with the steel and forms a fusible oxide, which flows freely from the cut. It is said that the cut is fully as smooth as that made by the saw, and is only 1-100 inch wide.

HARDWARE TRADE GOSSIP

Ontario.

J. H. Ashdown, Mayor of Winnipeg, spent New Year's in Toronto.

T. J. Norton, hardware merchant, Ingersoll, has been elected school trustee by acclamation.

J. Hepner, of Stevens & Hepner, brush manufacturers, Port Elgin, spent New Year's in Toronto.

Ald. Marsh, Belleville, foundryman, will be a candidate for Mayor in the municipal contest at that city.

Harry Munderloh, of the Munderloh Electric Company, Montreal, was a visitor in Toronto during the week.

Peter Shields, Kincardine, hardware merchant, is a candidate for the fire and water commission at that place.

C. E. Britton, of Cowan & Britton, hardware manufacturers, Gananoque, has been elected reeve by acclamation.

Harry Southcott, of the firm of Coy Bros. & Southcott, St. Catharines, is a candidate for aldermanic honors at that place.

C. W. Hartman, of Hartman Bros., hardware merchants, Midland, is a candidate for the municipal Council of that place.

J. B. Martyn, hardware merchant, Bowmanville, is a candidate for the Council of Bowmanville at the municipal elections.

G. W. Dunn, North Shore representative of Lewis Bros., Montreal, has left for his territory after a visit at Toronto and Montreal.

W. R. Tait, Toronto manager for Lewis Bros., Montreal, has returned from Montreal where he attended the annual meeting of the firm.

The hardware store of W. J. Moore, Richard's Landing, was damaged by a fire which wiped out the business section of the village on Dec. 29.

J. Walton Peart, St. Mary's, second vice-president of the Ontario Retail Hardware Man's Association, is a candidate for alderman of that town.

I. L. Cooke, Coboconk, writes that he has not sold his hardware business at Fenelon Falls. His brother, R. J. Cooke, is conducting the business at Coboconk.

The workshop of Murray Bros., plumbers, Vancouver, was partially destroyed by fire last week. A large stock of enamel and earthenware was destroyed.

K. C. G. Dreyer, recently with McCauley & Co., Chatham, has accepted a position with H. H. Otton & Co., Barrie, calling at the Toronto office of Hardware and Metal on Tuesday on his way to his new location. Mr. Drever is one of the most enterprising hardware salesmen in Ontario and we expect to hear from him in the window-dressing line in future.

George Robinson, hardware merchant, Weston, while driving home from Toronto this week was held up by two men armed with revolvers. The highwaymen were frightened off on the approach of the suburban car, without getting any valuables.

An assignment of the Toronto and Belleville Rolling Mills, Belleville took place this week. A meeting of creditors has been called for Jan. 7. It is believed the mills will be re-opened in the near future.

Thomas Hodson, of the Dominion Wire Mfg. Co.; William Linton, of the Standard Ideal Mfg. Co., and O. M. Hodson, of the H. R. Ives Co., Toronto, were nominated to run for councillors at the municipal nominations at East Toronto.

W. G. Scott, hardware merchant, Mount Forest, and president of Ontario Retail Hardware Association, has been re-elected light and water commissioner by acclamation, and has also been tendered a complimentary nomination for mayor.

Fred. G. McBrien, the 21-year-old hardware dealer, who contested for an aldermanic position in the Toronto municipal elections, came within four hundred votes of election, polling well over 1,000 votes, and standing fifth in a field of thirteen.

The Champion Rivet Company, a Cleveland concern, has decided to establish a branch in Canada, and Windsor has been highly favored for a location. It is authoritatively stated that the choice lies between Windsor and Port Hope, Ont. The company will employ about 500 hands.

Quebec.

Thomas Forest, Montreal, has been appointed a plumber.

Mr. Chaplin, of the Welland Vale Manufacturing Company, St. Catharines, has been in Montreal.

L. Stewart, of the Dana Manufacturing Company, Cincinnati, has been visiting the Montreal hardware trade.

The firm name of Auger & Letourneau, hardware merchants, Victorville, Que., has been revised to read Letourneau & Auger.

Geo. F. Barr, representing the Metal Stamping Company, and the Novelty Manufacturing Company, both of Jackson, Mich., U.S.A., has been visiting Montreal.

Morency & Cote's hardware store, 204 East St., Montreal, was damaged to the extent of $500 yesterday by a fire which is thought to have been of spontaneous combustion origin.

W. H. Wiggs, of the Mechanics' Supply Co., Quebec, has returned from Washington, D.C., where he attended the 36th annual convention of the Y.M.C.A. Mr. Wiggs is president of the Ontario and Quebec institutions of the Y.M.C.A.

Fire broke out in the hardware and paint establishment of Morency & Cote, East St. Catherines, Montreal, and did damage, roughly estimated at $500. The blaze originated in the rear of the store, and owing to the inflammable nature of the goods, spread rapidly. The nremen, however, were soon able to subdue the flames.

Western Canada.

McFarlane & Northcott, Calgary, hardware merchants, have dissolved.

Hick & Wakeley, Lethbridge, Alta., tinsmith and steamfitters, have dissolved partnership.

Great Britain.

The products of Spear & Jackson, Sheffield have recently received further recognition, their saws and artisans' tools having been awarded a gold medal at the exhibition which has just taken place at Christchurch, New Zealand.

PROVINCIAL SECRETARY REPLIES

The Provincial Secretary has replied to the resolution of the Western Ontario Commercial Travelers' Association respecting hotels in local option towns. Mr. Hanna points out that the matter of compelling such hotels to preserve a certain standard would be difficult for the Government to undertake, but promised that the resolution would in the near future be brought under careful consideration.

RANGE OFFERED AS PRIZE

Tisdale & Cameron, Midland, started a nine-day sale of tin and graniteware on December 5. To encourage trade the firm have offered as a prize a $40 steel range, which will go to the customer holding the ticket containing the lucky number. A ticket is given with each article having a value of 50 cents.

SIMPLE FORGE WORK.

The third edition of "Simple Forge Work," published by L. Upcott Gill, London, Eng., has lately appeared. The new book is well edited, and is filled with carefully prepared illustrations, which set forth the way in which many metal instruments may be manufactured with the aid of few tools. The book is invaluable to young smiths and contains many model plans for doing new work.

METAL TRADE ITEMS.

That the Nova Scotia Steel Co. and the Dominion Iron and Steel Co. have over 500,000,000 tons of iron ore in their areas at Bell Island, Newfoundland, has just been ascertained by boring operations which have been under work for some time. Besides their areas on the island, both companies own submarine areas, extending two miles into Placentia Bay, and experiments recently concluded show that this area contains ore of even better quality than that which has been mined on Bell Island proper for the last seven years.

The Atikokan Iron Co., Port Arthur, closed down the blast furnace last week on account of the high rate charged by the railroads to market their pig iron. Important alterations to the plant will be made before navigation reopens.

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN – President

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ANOTHER YEAR OPENS.

The publishers of Hardware and Metal extend the compliments of the season to its readers with the wish that all may enjoy a prosperous 1908.

With all the newspaper talk of dull times, many have adopted the belief that disaster is in store for the trade during the coming year. Caution and retrenchment are undoubtedly necessary, but reports received by us from manufacturers and jobbers in all parts of Canada indicate that the daily newspapers have decidedly overdone this talk of business setback. These reports will be published next week, and, in the meantime, we urge our readers to continue to pass along the thought that 1908 is going to be a much better year than is generally expected.

* * *

During 1908, Hardware and Metal will, if the plans of the publishers are successfully carried out, be made of increased value to readers of the paper. The staff holds a weekly conference talking over all matters pertaining to the paper, and laying plans for improvement of any parts not considered thoroughly up-to-date. If readers will look back over their files and compare the paper of to-day with that of a year ago, many changes for the good will be noted. Just so does the staff expect to carry into effect many improvements during 1908.

Retailers can help in making the paper more valuable to themselves by making advertisers realize that their advertisements are read regularly. Incidents are constantly occurring showing the value of the advertising pages, but too often readers neglect to mention the paper when giving an order placed as a result of reading an advertisement. A case which recently came to the editor's notice is as follows:

Lewis Bros., Montreal, published an advertisement of Albany hardware, a line which had been pushed with considerable success by their selling staff. The Toronto manager, W. R. Tait, had endeavored to interest Fred. G. McBrien, Bloor street west, in the line, but was not given a chance to explain the merits of the line. Mr. McBrien, as usual, took Hardware and Metal home on Saturday night to read on Sunday. He read the ads., was interested in the Albany announcement, and on Monday telephoned Mr. Tait to come up and show the goods, placing an order for them.

Doubtless many such cases occur which are never heard of. Little incidents such as these, however, are important, not only to the publishers, but to advertisers. Advertisers do not look for direct results from trade newspapers, but they like to know that their announcements are effective.

* * *

With the continued support of our advertisers and readers, the publishers aim to steadily enlarge the staff of editorial writers, including specialists, in many fields not now receiving the attention we would like to give them. With writers devoting special attention to market reports, tariff legislation, trade organization, business management, bookkeeping, window trimming, effective advertising, tinshop patterns, heating problem, etc., readers of the paper can gain valuable information such as it is impossible for them to secure without great effort in any other way.

We are often told by subscribers that they read the paper from cover to cover every week, and there is no better New Year's resolution we could suggest than that each reader select a stated time each week, and resolve, in the interests of his business, that this time be devoted to reading the paper and laying plans for a definite programme to be followed during the week. Plan when the store advertising is to be written, when the window is to be trimmed, etc., gathering ideas from the doings of others described in Hardware and Metal.

Again we wish the trade a Prosperous New Year.

WHERE DO YOU STAND?

This is a question for every merchant to face at the begining of a year's business: Do you know where you stand financially? Have you any definite statement as to just how much stock you have packed away in the back cellar and in the second storey of the warehouse? Do you know how much this stuff is really worth?

Here is one point where a great many dealers go wrong and get into further trouble. They neglect to take stock. A merchant ought to know at least once a year, and better, every month or every week, just where he stands. Hundreds of the assignments which occur could be avoided if this matter were attended to. Find out what goods you really have on hand and clear it out before you let the travelers load you up with new stock.

And now is the best time of the year to do this work, in January, the slack winter month after the holiday rush is over. The matter is one which cannot be too strongly emphasized.

TORONTO'S NEW MAYOR.

Business men generally will greet with satisfaction the election to the Mayoralty of Toronto of Joseph Oliver, a lumber merchant, who has for many years been a prominent worker and official in Commercial Travelers' Association work. The salesmen supported Mr. Oliver to a man, and deserve much credit for the election.

Miles Vokes' defeat with only about 1,000 out of the 32,000 votes cast, did not occasion much surprise, except for the small number of votes obtained, only about one-quarter the number given the Socialist candidate. The campaign developed into a "anything to beat Nesbitt" fight, Nesbitt being a typical political boss and not considered a safe man for the chief magistracy. Vokes and Geary both lost thousands of votes given to Oliver to ensure Nesbitt's defeat. Mr. Vokes had an excellent opportunity a year ago, but stood aside to give Mayor Coatsworth a second term.

Although Toronto has not a hardware merchant as Mayor, the city has a successful business man at the helm, with a fair representation of retail merchants at the Council Board.

The elections in other municipalities throughout Ontario take place next Monday, and hardwaremen will do well to see that their councils, likewise, contain a fair representation of merchants in order that the interests of the commercial section will not be neglected.

CONDITIONS IN THE WEST.

By our Special Winnipeg Correspondent.

The last three days of the Christmas trade proved fully up to expectations and though, of course, there is a profound lull this week there is a general air of cheerfulness, and stocks are being gone over in anticipation of the usual January sales. Staffs in a number of the department stores are being reduced and in this respect things are being cut more finely than they have been for some years, and that is at the present practically the only indication of hard times, so far as the retail trade is concerned.

The lessening of staffs, however, is not confined to the retail trade, but is quite general throughout the city.

All the large western mills, except the Ogilvies, have closed for a period, the Lake of the Woods Milling Co., at Keewatin, having closed for a week. It is expected, however, that they will reopen very early in the New Year.

The wheat market has been remarkably steady all week, in fact, it is about the steadiest and strongest holiday market that anyone on 'Change can remember. The feature of the market is the excellent cash demand for all grades of wheat, but more particularly for low grades. Receipts for the week have been very good, though not as large as for the preceding week, although the movement continues good.

The weather was very mild up to the day before Christmas, but when the west got up Christmas morning it found a drop in temperature that was more in keeping with the season. The day after Christmas was very mild again, but since that day it has been sharply cold, with the clear blue sky and gorgeous sunshine so familiar to the old-timers. The winter is well on its way and the drop in wood prices is a pretty good guarantee that there is no danger of a fuel famine, so far as the city is concerned at any rate.

The "Forward Winnipeg" movement is receiving a great impetus just now. There was a meeting called in the Walker theatre for Friday evening, 27th inst., to listen to addresses about what Winnipeg could and should do and to look at pictures of what Winnipeg had done. The meeting was a very notable gathering. The theatre was packed to the "gods" with a splendidly representative audience of men and women, the speakers were well chosen, the addresses short and pithy and the spirit of the whole meeting excellent. If any one down east is feeling blue about the west it is a great pity that they could not have attended that meeting, it certainly would have proved an inspiration. One thing is sure, whoever is feeling blue about Winnipeg, that city is not feeling that way itself, and in passing it might be remarked, she is on the spot and in an excellent position to know how things really are. The definite object of this meeting was to form a community club, which, as a matter of fact, has already been formed and has something over 2,000 members, men and women pledged to promote the advancement of the city in every way possible, to believe in it, and to help others to do the same. The little pause that has come with the present financial stringency has given the westerners time to get a second wind, count their mercies and their opportunities and go ahead. Perhaps the most sane and forceful statement made at this great meeting fell from the lips of John W. Dafoe, editor-in-chief of the Manitoba Free Press, who had been asked to speak on "The Best Type of Citizen." Mr. Dafoe said: "The best type of citizen to-day is the man who is as far removed on the one hand from recklessness as he is on the other from cowardice. The conditions that have alarmed the timid are only in a very slight degree attributable to local causes, and while the present may be a period of anxiety, there never was a time when the future of the west and therefore the future of Winnipeg, was more assured than it is to-day." In giving voice to these sentiments on the platform Mr. Dafoe was but giving sound to the written policy of the great paper over which he presides. This has been to tell the truth without fear and without apology and to re-affirm continually that in spite of any temporary drawbacks the west is all right.

Before this reaches readers of the column it will be 1908, but not too late to wish everyone, east and west, a very Happy New Year.—H.

METAL MOVEMENTS IN 1907.

The retrospect of the metal markets, which we publish in this issue, shows how severe has been the buffeting which the various markets have sustained. A prosperous course seemed indubitably mapped out at one time for the different industries. Prices were high, for instance, copper was 27 and tin 47 cents, and so confident were the experts that the limit had not been reached, that an augmentation of these figures was expected. Supply had not overlapped the demand, and the markets were keyed up to full tension.

But prosperity, unfortunately, often over-laps itself. This fact was never better exemplified than in the case of copper—and the great crash of this metal struck the heaviest weakening blow to the markets generally. At the commencement of the year, with mills going at full pressure, copper was hard to obtain, and the demand apparently showed no signs of falling off, but the tension was too strong too last. The market for finished articles became glutted, the high prices ruling checked further stimulation, the demand began to break, and then came the beginning of the end.

Prosperity, unless steadied by checkrun be hoisted with its own petard. ing influences must always in the long This has been repeated over and over again in the history of the various markets, not only in metals, but in the other products of the earth. It is the drastic cure that the law of average gives us. Every cycle of years sees such a rise and fall, and the commerce of the world is always better afterwards. Prosperity must be pruned of its inflation as the branches of an overgrown tree are struck off to give the root renewed energy.

Speculative agencies, apparently, played the greatest part in bringing the English markets to the perilous state it presented in the closing months of the year. Apart from iron there has been no steadiness in metals in the Old Country. The history of tin, for instance, closely approximates that of copper, excepting in the nature of the cause producing the crash, the one due to speculation, the other to over-production. But the toboggan-like character of the fall was the same. Situated as Canada was between the devil and the deep sea, between the Old Country markets on the one side, and those of the States on the other, there was no halfway course for the home markets. They had to slide with the rest, and the breakneck character of the slide can be seen from a comparison of the figures obtaining at the beginning of January and at the end of December.

The malleable casting industry has had a greater proportionate growth in the last 12 months, according to the Foundry, than any other branch of the foundry trade. Many extensions have been made to existing plants, and the number of new works erected in this period establishes a new high record. Although the bulk of the new tonnage will be consumed by the railroads and makers of agricultural implements, a large portion will consist of pipe fittings.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 74.)

MONTREAL HARDWARE MARKETS.

Montreal, Jan. 3.—Despite the financial cloud under which trading has been conducted during the latter part of the year, the hardware industry finished well up to the average. In fact, January started so promisingly that it looked as if the banner year of 1906 would be beaten. Prices were still on the upward trend, and business was very good. As the months went on, however, it was perceived that the record would not be beaten. The demand in the West did not reach the point set in the previous year. Land speculation told its inevitable tale. Money was not so free, the closing down of the banks made collections all the more difficult to obtain, dealers were not in so good a position to carry their customers, and the natural needs of the country were thereby checked. The harvest, too, owing to the unfavorable spring weather was against a repetition of the 1906 demand.

Then came the further check of the monetary stringency produced by the financial disasters in the States. That allied hardware industries, considering the money stringency finish up with the vigor that they have done, is an unanswerable rejoinder to those pessimists who saw in the gloomy days of November and December signs of waning prosperity. Prices have held firm all through, and but for collections—which after all have not been so bad as some people have made out, jobbers would have little cause to complain. The unjust customs decision which placed all nickel-plated tools—no matter what the degree of plating—under the 35 per cent. clause, has caused much indignation in the trade. The result of this interpretation was that a relatively higher price had to be placed on the lines affected.

Builders' Hardware and Supplies—These lines have been in especially good demand the whole season, due to the extensive building operations going on all over the country. This year may see a partial check however, as many building propositions have been shelved for a time owing to the financial stringency. An enormous volume of business was also done in cement, but here the producers were handicapped on account of lack of prompt shipment.

Sporting Goods—There has been a good and consistent call all through for the various seasonable lines, and especially was this noticeable in the spring. Prompt delivery was hard to obtain, owing to the very heavy demand. Both at the beginning of the year and at the end there was a shortage in some lines of skates. There has been a run on sleigh bells, but apart from this the movement of the various articles has been devoid of incident. The unseasonable weather of the last few weeks has naturally had a checking tendency.

Screws—From the commencement of the year, supplies have been short, and makers have been woefully left behind by the demand, especially in the small sizes. January and February will have to be utilized to the full in order to replete the stocks. Quotations have continued firm.

Stoves and Ranges—Factories had to work at high pressure to fill the orders which the building boom created for them. Shipments were, in consequence, not so prompt as they might have been.

Bolts and Nuts—Up to late in the fall, when owing to construction work falling off, the demand was affected, 1907 was a very good season for bolts and nuts. There has been considerable difficulty in obtaining supplies, and the makers were only able to catch up to the shortage late in the year. A reduction of 10 per cent. was made in October on the larger size of bolts.

Nails—Nails have been in good healthy demand, and supplies, considering all things, have been satisfactory, especially towards the end of the year.

Bright Wire Goods—A large volume of business was transacted with the Northwest, and manufacturers were uniformly busy towards the close of navigation.

In cutlery and silverware, special spring and fall goods the demand all through has been of a consistent character, and considering the untoward incidents which have affected the markets generally trade altogether has been satisfactory.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 2.—With the advent of the new year business is expected to pick up, the jobbers all seem satisfied with the prospects though as the travelers are just starting out orders are not very brisk yet. The week between Christmas and New Year's is the dullest of the year with the jobbers and the closing week of 1907 proved no exception to the rule. Most local jobbers have finished taking stock and travelers have been holding conferences and arranging for next season's work.

The city trade has been well up to the average and retailers report a satisfactory Christmas, all lines moving freely.

All products of iron and steel remain firm in price and there is small chance of the price dropping for some time, the tendency of many manufactured articles will be to rise as the year advances, though brass goods are expected to drop with the coming of the new year. From all centres come reports that the manufacturers will not produce heavy stocks during the year and it is considered wise for the retailers to lay in their stocks as soon as possible.

The year just closed has been a satisfactory one to the trade in Canada. The manufacturer, jobber and retailer have no complaints to make and though the market at present is considered to be in a fairly normal state we again advise the retailers to book their orders as early as possible.

Nails—Nails remain firm in price, being quoted at $2.55 in single kegs. This product has been slaughtered for a number of years, but with several changes amongst manufacturers early in 1907 the cutting was stopped and prices advanced to the above figure. At present there is little demand for nails of any variety, but some booking is being done for spring delivery and the demand will start in the near future.

Iron Pipe — The demand for the greater part of the last year has been greater than the output, especially for sizes up to one-inch. The price remains firm and as the demand is not marked at present manufacturers are slowly catching up with the requirements. A complete list of prices for sizes up to 4 inches appears on page 66.

Screws—Business has been good all season and there seems little chance of a drop in prices at present. Booking for spring delivery has received a start and the market is fairly well stocked at present though there remains an indication that popular sizes will be scarce again this year. Prices remain firm.

Axes and Saws—From the country districts constant orders for axes and cross-cut saws are coming in freely. Prices remain unchanged.

Steel Traps—The demand for the popular sizes remains fair though orders recently booked are of the sorting variety. There is no change in price.

Bolts and Nuts—The demand for bolts and nuts is at present quiet though the booking for spring delivery is expected to start with the advent of the new year.

Sporting Goods—A fall of snow would help the sporting goods trade to some extent. Sorting orders for skates, sleighs and snow shovels are coming in slowly and the demand for guns, rifles and ammunition continues fair in most localities.

Copper and Brass Goods—The prices on these lines are steady, copper rivets being quoted at 35 per cent.

METAL MARKET RETROSPECT.

Montreal, Jan. 3.—A general glance back over the metal operations of the local markets shows how completely the latter end of the year falsified the hopes that were confidently expressed at the commencement. In February the mar-

ket was strong, and higher prices were expected. All lines had jumped up, and the future looked most rosy. But in March came sensational declines in the foreign markets, due to speculation in tin and copper, and from that point the markets generally never recovered themselves. The 'longshoremen's strike in May also hampered operations here, the congestion at the docks being very heavy. Further market fluctuations in England during August stopped the hope of any immediate return of firmness to the markets. Buying had now fallen off to a very great extent, and when later in the year both the English and the American markets became demoralized, the local one went with them. Buying was practically dead, and there was an utter want of confidence in the future. A strengthening tone has been observable these last few days, and although prices have not yet generally advanced, the immediate prospects seem very favorable to an increase all round. Directly buyers are convinced that the turn of the tide has come, orders will be freely placed for up to now their demand has been of a hand-to-mouth description.

Copper—Copper played the principal part in the metal history of 1907, and its rocket-like career from the blaze of an inflated price to the low splutter of a bottom one has been of far-reaching influence on the markets generally. Here again we have a repetition of the inexorable result attending over-production and a falling off in demand. No combination is sufficiently strong to hold in check the excess in production that an insistent demand creates, or regulate the piling up of stocks when that demand commences to fall off. There can be only one result—a slump, the severity of which is governed by the recuperative power of the market affected.

The copper crash of 1907 presents one unusual feature in comparison with the slump in prices that occur at various times to all metals, and that is in the character of its decline. As a rule the break is a sharp one at the commencement, and then the progression is lessened as the steadying influences of the normal basis of the metal is felt.

In the present case of copper, however, the downward trend was at first slow in movement, but gathered in speed as the weeks went on until the closing end of the year saw a precipitate decline. Last January, copper in the Montreal market was at the high water mark of 27c, and was hard to obtain at that price. The demand in finished articles then commenced to fall off, stocks showed signs of piling up, and buying naturally slackened. In March the first forebodings as to the condition af the market commenced to show themselves. By this time great stocks had been accumulated, and with the current production more than equal to the current consumption, the widening break in the demand was ominous to those who looked ahead. In June and July when the price sank from 24c to 23c there was no doubt as to the general falling off in demand, and copper commenced to weaken much more rapidly.

In August the opinion was hazarded that the metal would have to reach a 20c basis before buying was stimulated, and relying on that, producers kept at full pressure. But unfortunately the 20c stage did not bring the rally in demand, and the bottom of the market broke. Towards the end of September a 15c basis was reached in the States, the price here being 18c. By this time a heavy curtailment had taken place, and it was hoped that this low price would stay the rot. But it was not to be. Buyers still held off, and in October, with the great financial panic in New York, followed by a general trade depression, the 15c basis gave way. A sharp decline in the English market added to the weakness, and with prices sinking lower and lower in the States, the local price went in fluctuating stages, to 14½c in the closing days of the year. This last week, however, has seen a strengthening effect in the markets generally, and this has induced a stronger tone here. Realizing the fact that the demand will be heavy when confidence is returned, it is expected that the market from now onward will firmly strengthen in tone.

Ingot Tin—Ingot tin played a very good second in the hammering it sustained since the commencement of the year. Starting firm at 46½c to 47c, it slowly declined in sympathy with fluctuations in the primary markets of supply—fluctuations which were due to speculation—until in September it reached 41. In October, owing to free selling by the Chinese, there was an ominous decline in the English market—prices going down in one week £8. This naturally had a disastrous effect on the local market, and prices fell away. A restriction in consumption, and the money stringency helped forward the general debacle, and drooping under the depressed condition of the metal market, tin, despite a rally in England, continued to fall locally. A reaction in the Old Country disappointed hopes of stronger prices, and the market here was $31.50 in the closing days of the year.

Pig Iron—Pig iron has been the one bright spot in the metal market, and prices have held firm all through the year. High grades of Scotch and English iron have been most difficult to procure, and the difference in price between selected and ordinary grades has been abnormal. This maintenance of the high price has kept the tone of the local market up splendidly. The policy pursued by the American producers also helped to sustain the high level of the market. When the financial depression arose, and markets generally were drooping, a concentrated effort was made to restrict the output so as to conform to whatever decline there might be in consumption. Furnaces were blown out in utter disregard to the lowness of stocks, and by this means a firmness was given to prices which otherwise would not have obtained. There has been no great weakness in demand as yet, and if it does come, this conservative policy is the best bulwark that the industry can have. In January Summerlee was quoted at $25, while it is now $25.50, which is a good indication of the firmness characterizing the market. Canadian furnaces have worked at full pressure, and several new ones have been blown in.

Antimony — Antimony has followed the declining path of copper, but the attention which would otherwise have been directed to such a remarkable collapse has been diverted by the meteoric display of the more important metal. At the commencement of the year, antimony was 27½c to 28c, but declining with steady persistency in similar ratio with the English market, it reached the low price of 13c in October. It again stiffened with the stimulated demand induced by the low figure, but fell away again under the reactionary aspects of the primary markets, until at the end of the year it barely held its own at 12c. All the way through operations have been most dull.

Lead—Until lead eased off a few weeks ago in the Old Country, the starting price in January of $5.50 to $5.60 was well maintained. A sharp decline in the primary market had a naturally depressing effect here, and prices were steadily shaded. There was a slight rally towards the end of October, but it did not hold, and in the last two months of the year the market fell locally to $4.25. An improvement in the English market within the last few days has induced a strengthening tone, and imported pig lead is now stronger at $4.50.

Spelter—Spelter has been most colorless throughout the year. Starting strong at $7.25 with a slight advance at the end of the month it fell away, until in July under slow buying, it reached $6.50. In October, although producers were curtailing the output, a cut of 50c took place. Following the course of the other metals, the market in the remaining months weakened another 50c, but held firm at the close of the year. This firmness has been helped by the closing of a number of mills.

Old Metals—The weakness in new metals naturally had a bad effect upon scrap. Starting with prices well maintained, and business good, the buying gradually fell off, and with heavy stocks, holders found themselves in an unfortunate position. Lowering the market prices did not stimulate buying and the market at present is at a very low ebb.

TORONTO METAL MARKETS.

Toronto, Jan. 3.—The year has opened with a brighter outlook than has existed for several weeks. While prices are still fluctuating the belief seems general that there will be advances during the next few weeks following a buying movement resulting from a return of confidence. In fact, metal merchants already report that expected orders are materializing as a result of the increased firmness shown in several of the metals during the past fortnight.

In another column the movements in metals during the past year are reviewed noting the rise and fall of the leading metals during 1907. Copper was in the forefront with 27 cents as an opening figure last January, dropping as low as 13½ cents in Toronto, and closing the year at 14½ cents. Tin, with a drop from 47 to 30 cents, also showed wide movements, the year closing at 31 to 31½ cents. Lead also felt the general decline dropping from 5½ cents to 4 cents, and strengthening again to 4¼ cents. Zinc spelter and sheet zinc moved from 7¼ and 8 cents a year ago to 5¼ and 7 cents at the close of the year. But the greatest movement of all was the drop in antimony from 28 cents to 11 cents during the twelve months just past.

Pig iron alone maintained its strength through the year, there being only a slight shading towards the end of 1907.

The holidays put a quietus on trade during the past week, but with the full year before consumers, with stocks light and prices more satisfactory than for many months, it is reasonable to expect that buying will be brisk during the first couple of months of 1908. Bookings of sheets, etc., for spring delivery cannot be much longer delayed, and once these commence the market is bound to strengthen.

Pig Iron—There has been a shading of prices, amounting to about a shilling in the Old Country. Prices locally remain at $22.50 for Canadian iron and $21 for No. 3 Middlesboro.

Copper—With the exception of a strengthening in outside markets there is nothing to report. Business has been dull, owing to the holidays. We quote: 14½ cents for casting ingots.

Ingot Tin—While there have been several fluctuations the net result has been an advance and the market begins the year with an upward tendency. The Chinese speculators are understood to have unloaded their English holdings and to be rapidly decreasing their Eastern stocks. We are locally quoting 31½ cents.

Lead—Like tin there have been fluctuations in lead in the foreign markets during the week. The price, however, remains the same at 4¼ cents per pound.

Antimony continues weak at 11 cents.

Spelter and Sheet Zinc are featureless and unchanged in price.

Old Materials—The market is dull, with nothing to report.

LONDON, ENG., METAL MARKETS.

London, Dec. 31.—Cleveland warrants are quoted at 48s 3d, making prices as compared with last week 1s 7½d lower.

Tin—Spot tin opened firm at £123 10s, futures at £124 10s, and after sales of 100 tons of spot and 400 tons of futures, closed firm at £123 10s for spot and £124 10s for futures, making price as compared with last week £2 15s higher on spot, and £2 10s higher on futures.

Copper—Spot copper opened firm at £62, futures at £62 15s, and after sales of 300 tons of spot and 400 tons of futures, closed firm at £62 for spot and £62 15s for futures, making price as compared with last week £1 10s higher on spot, and £1 higher on futures.

Lead—The market closed at £14, making price as compared with last week 10s lower.

Spelter—The market closed at £19 10s, making price as compared with last week 5s lower.

U. S. METAL MARKETS.

Cleveland, O., Jan. 2.—The Iron Trade Review says: A series of conferences of tin plate manufacturers participated in by the leading interest and independents, have been held within a few days to devise means of maintaining prices throughout the first quarter of the year. Pig iron and other interests are also conferring. While nothing definite has yet been announced, it is believed that a better understanding of conditions and of policies necessary to hasten a return of prosperity will be obtained.

Although developments at the close of the old year were not as positive as might have been hoped for, there were enough favorable indications to justify a cheerful feeling.

Continued increase of interest in the pig iron market is reported and some sales are being made. In the Chicago and Cincinnati market there is a firmer tone, with promise of fair orders, although heavy buying is not expected. Southern furnace men are acting with more harmony than for some time. Occasionally a selling interest manifests a disposition to be aggressive and to obtain business at concessions, but, as a rule, prices are being well maintained. A few more stacks have been blown out, and others are expected to be added to the idle list this week. The outlook is that the price of Bessemer pig iron for the first quarter will be about $19 valley.

U. S. IRON AND METAL TRADES.

New York, Dec. 31, 1907.—The Iron Age says: The report has been given considerable currency that there would become effective on January 1 a lower range of prices on structural material, plates, tubes, sheets and tin plate. The plans of the makers, as developed thus far, do not justify the expectation of an immediate readjustment of prices, although some change in sheets and tin plate may be made toward the middle of the coming month.

Pittsburgh seems to have become the headquarters of a group of publicity managers, who are attempting to force "restoration of confidence" by sending out elaborate accounts of a widespread resumption of industrial activity. Unfortunately many of these reports are either untrue or misleading. The number of plants active during the holidays was very small, and naturally a considerable percentage of the idle ones will start up, in some cases because they have accumulated orders, but such resumption will not restore the industry there or elsewhere to anything like its normal rate of productiveness. Any exaggerated statements as to the near future now will only create the greater disappointment later on, when the truth is realized. The work now in sight justifies operations to the extent of close to 50 per cent. of the capacity.

The pig iron committee is in session at the present writing, all the leading interests being represented. During the past week inquiries have improved in all the principal distributing markets, but very little new tonnage has been booked, and in some quarters a weakening tendency has developed. Other makers, however, are holding aloof and are not meeting the lowest prices named, this being notably the case with some southern producers, who decline to go below $13.50, Birmingham, for No. 2.

No new rail orders have been placed, and outside of two or three moderate lots, one of them for Cuba, no tangible business is in sight at the present moment. Some business in structural material has been placed in Chicago and several good sized lots are in sight in New York. Moderate orders have been booked for plates, and it is expected that some shipbuilding work will come out on the Delaware.

In the cast iron pipe trade we note the placing of one 4,000-ton contract in New York, and there is the prospect of some heavy work for Boston.

There have been no new developments in the markets for old material throughout the country, which remains in a very unsatisfactory condition from the standpoint of the sellers.

There is a little better feeling in the copper trade and electrolytic has sold up to 13.50c. Lead, too, has hardened to 3.75c., New York, with quite a good volume of business done during the past few days.

RAW FUR MARKET.

There is no quotable change in the raw fur market this week. Soft weather has resulted in a great falling off in trade and few skins are coming forward.

Mink	4 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 3 50
Lynx	5 00 7 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00

OUR CHRISTMAS COMPETITIONS.

Hardwaremen throughout Canada appear to have taken a great deal of interest in the Christmas window dressing and advertising competitions, which have been talked about in these columns for several weeks. Photographs and sample advertisements have been arriving with more or less regularity for a couple of weeks, but early this week every mail brought large numbers of entries for both competitions, and the matter of judging promises to be no small item.

With the unusual rush incidental to the holiday season it has been found impossible to acknowledge the receipt of each of these entries, but every care has been taken to check each arrival and full justice will be given in every instance. In two or three cases photographs and letters regarding same have not made connection, but every effort is being made to trace these, and it is hoped that they can be straightened out.

In the Window Dressing contest the entries have been chiefly from the smaller towns, showing the popularity with which the idea of dividing the prizes was received. In the Advertisement contest, as was to be expected, the majority of entries were received from city dealers.

The work of judging will be proceeded with at once and the successful contestants will be announced, along with reproductions of the prize-winning windows and advertisements, just as soon as the matter can be satisfactorily arranged.

The steel girders of the new C.P.R. depot are being put up, and the handsome building is beginning to give one an idea of what it will be.

Quebec and Maritime Provinces

Encouraging Outlook for 1908 Trade—Steady Movement Towards the Cash System in Business in Prince Edward Island—High Freight Rates —Opening for Stove Foundry.

HALIFAX.

Halifax, N.S., Dec. 30.—The hardware trade in Halifax during the year just drawing to a close has been most satisfactory. Notwithstanding the advanced prices in most lines, business in the Province of Nova Scotia was good all year, and the effect of the financial depression elsewhere has not been felt here. There have been no failures of any note, and all the large industries appear to be quite busy.

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While the mills and factories across the border have been closing down and running on short time, the various industries in this province have been running on full time, and many of them still have orders on hand to carry them well through the opening months of the coming year.

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Money here was circulated freely during the holiday season, many of the largest business houses reporting that the Christmas trade was never better. On some lines, such as skates, there was very little doing, owing to the mild and unseasonable weather, but the retail hardware firms carrying other lines besides hardware, found the business the best in years. In an interview, A. B. Wiswell, of the hardware firm of A. M. Bell & Co., said: "With us the holiday trade was as good, if not better, than last year, and 1906 the business was very large. I think that is the general experience of the trade." The dull season has now set in in the hardware business, and it will be some weeks before the spring business opens up, but, in the meantime, the various firms have started stock taking.

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Prices throughout the list are very steady and there is no indication of any immediate change. The prices for window glass have not yet been fixed, but it is generally understood that there will be little change from the present quotations. The opinion prevails that sheet zinc and sheet lead will be somewhat lower for the spring trade, and there is a probability that white lead will be a little easier.

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The Sydney Cement Company have decided to add still another article to their growing list of products, and they intend very shortly enlarging their plant so as to enable them to manufacture a quantity of bricks per day from the slag they receive from the Steel Company. Slag bricks are not by any means a raw product. They have been successfully manufactured for several years in England, and are being utilized to great advantage. The bricks are of a high grade and can be made at a very low cost. They are adapted for a number of purposes, including street paving, etc. The cement company upon deciding to enter the field of brick making, obtained from British firms designs and estimates. These will be used in preparing the plant for the increased operations, and construction work will begin very shortly. It is also believed that lime burning could be done with advantage to the building trades, as well as to the Cement Company. Up-to-date designs of kilns are being studied with a view to ascertaining the best that can be done in this line, and it is predicted that ere long this additional industry may become a department in the Cement Company's works.

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The richness of the gold ore of Nova Scotia was attested by a report made to the Mines Department last week by J. B. Foster, who brought in from the Oldham mines 155 ounces of gold, the result of ten days work. This yield was from thirty tons of quartz, which was mined at a depth of 1,200 feet. The lead, which yielded about two ounces to the ton, when uncovered, is now yielding more than five ounces at the depth of 1,200 feet.

NEWCASTLE, N. B.

Newcastle, Dec. 28.—All the local hardware dealers report substantial increase of business this month over that of last December.

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The International Paper Co. has purchased 550 square miles of spruce land in Restigouche county. They already own vast areas near here.

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Chas. E. Oak, of the Miramichi Lumber Co., a concern identical with the International Paper Co., says that if Canada puts an export duty on pulpwood the U.S.A. will retaliate on anthracite. But the feeling in this Province favors the duty.

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The lumber output this season will be curtailed nearly one-half.

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The two shingle mills at Charlo, Restigouche county, owned by William Curry, M.P.P., were burned on Dec. 24, together with some lumber. Loss $3,000, and very little insurance.

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The Sackville Paper Box Company has been organized at Sackville. A. B. Copp, M.P.P.; Dr. J. H. Stead; S. W. Copp; T. R. Anderson, and C. C. Avard, are directors. Mr. Avard is secretary, and A. W. Davis, of St. John, foreman. The company have purchased the building lately occupied as a carriage factory by Blair Taylor.

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The will of the late Charles Fawcett, stove manufacturer, of Sackville, has been probated. The estate was $10,000 real and $390,000 personal. This is the largest estate ever probated in Westmoreland county. The executors are the two sons, Horace E. and Chas. W. Fawcett, and the son-in-law, Fred. Ryan. With the exception of two or three small bequests, the property is divided equally between the three children.

ST. JOHN.

St. John, Dec. 31.—St. John hardware merchants report that the holiday trade was very satisfactory and about equal to other years. There had been fear that there would be a falling off owing to reports of business depression, but the merchants appear to be well pleased with the volume of business done.

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Some of the manufacturers have shortened the working hours in their establishments, but they do not look for any great recession from a steady trade. They claim the move for shorter hours is simply a move in the direction of caution. All seem to be hopeful of the future.

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Despite the discouraging reports from abroad the business being done by the winter port steamers has so far been very satisfactory, showing an increase in the amount of goods exported, over last year.

Up to date 26 steamers have arrived with a total tonnage of 97,561, as compared with 24 arrivals last year to this date, with a tonnage of 85,001.

Twenty steamers have sailed, taking away large cargoes. Last year the value of exports up to Dec. 28 from 21 cargoes amounted to $3,206,426, while returns made at the customs house up to that date this year from 15 cargoes, amount to $3,000,173. Four steamers that have sailed have yet to make returns, and as they all took large cargoes the total value will be considerably ahead of last season.

The value of United States products included in this year's figures from the 15 cargoes, amounted to $738,289.

Over 1,000,000 bushels of wheat have been shipped on the steamers as well as upwards of 8,000,000 feet of deal.

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There are rumors to the effect that the claim of B. Mooney & Sons, contractors, against the city of St. John, in connection with their work of laying the pipes for the water extension, may be settled out of court. The case was to have came up early in January, but it is now learned that Messrs. Mooney have made an offer of settlement. The amount asked from the courts is $100,000, but it is believed the contractors would accept about quarter that sum and withdraw the suit.

The long standing claim of Hyde & Webster, of Montreal, against Fredericton, on account of pipe delivered under contract for the sewerage system, has been settled at last. The firm consented to accept $3,088 in settlement and their local solicitors, Slipp & Hanson, were handed a check for this amount. The city will retain possession of a quantity of the pipe which Engineer Barbour condemned while the work was going on.

* * *

A movement is on foot in Carleton county to establish a hardwood flooring mill. J. K. Fleming, M.P.P., is the leading mover in the project. It is probable that Hartland will be chosen as the site of the new industry. The company will be capitalized at about $15,000, and will manufacture something like 1,000,0000 feet of flooring, for which there is a ready export market.

GEORGETOWN, P.E.I.

Georgetown, Dec. 27.—Business has been very good in Prince Edward Island throughout 1907. For a time before Christmas there was excellent sleighing. Out of town customers took advantage of the good roads and did their holiday shopping early, and as a result of the general prosperity throughout the island province the Christmas trade was much above last season's.

The retail hardwaremen are making greater efforts each season to secure more of the holiday trade and the showings this season were a credit to the province. Customers, too, are realizing more and more that a gift selected from a down-to-date hardware store is appreciated both for its beauty and durability.

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"Caution" is the motto among the trade at present. As a result of the fluctuations actual necessities are the principal purchases.

Collections may be termed good. The tendency is more towards cash. Our own opinion is that within the next ten years business in general will be conducted in Prince Edward Island on a strictly cash basis. The movement is certainly in that direction, the desirability is evident to all.

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Four new locomotives recently arrived in Georgetown from Picton for the Prince Edward Island Railway. These are much more powerful than any at present in the service, and should prove a splendid addition to the road. The accommodation from the travelers' standpoint on our railway is good. The rolling stock is excellent, but the freight rates are above all reason. We have been in the west and know something of the C.P.R.'s monopoly, but the two are not to be compared. The freight rates on the Prince Edward Island Railway are excessive. It is time something was done to improve conditions, and we trust too that there will be a reduction in express rates.

* * *

There is a splendid opening in Prince Edward Island for a stove foundry and no town offers more inducements than Georgetown, the winter port. Here shipping facilities are unequalled, raw material is a next door neighbor, taxes are light and labor cheap. At present the greater portion of our stoves and ranges are imported from Montreal, Sackville and Yarmouth. This ought not to be.

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Up to this late date the splendid new steamer service is still running between Georgetown and Picton. This steamer was especially built for the Three Rivers Steamship Co., and is one of the best boats on the service between the island and the mainland.

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Bruce, Stewart & Co., Charlottetown, have issued a very beautiful calendar, entitled "Bonnie Mary of Argyle." It is the custom of this progressive establishment to issue annually a calendar with a Scotch subject.

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A. M. Bell & Co., Halifax, are presenting with their compliments their island customers with a very fine nickel plated lead pencil with cylinder of leads.

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The demand for skates has been very good this season. In fact sporting goods as a whole have had a very ready sale.

Reported by Ontario Correspondents

Reports Regarding Holiday Trade—New Brass Plant at Belleville—Some Encouraging Reports Regarding 1908 Industrial Outlook—Some Hardwaremen in the Municipal Elections.

TORONTO.

Toronto, Jan. 2.—The holiday season is over for another year and the merchants, clerks, etc., of local stores are enjoying a rest, which they have earned during the bustle of the last two weeks. The class most affected by the annual Christmas rush are the employes of the post office and the express companies. Year by year conditions governing these branches of service become more congested at Christmas and though each year staffs are increased for the busy season the effect of the rush leaves a lot of thankful, worn-out clerks and messengers to recover from the effects of overwork caused by long hours and hard toil in the busy season.

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The new year was ushered in quietly but busily, the annual municipal elections occupying the minds and attention of the electors. Joseph Oliver, lumber merchant, candidate for the mayoralty, defeated his four competitors by a larger majority than that given a Toronto candidate for a number of years.

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The situation in Toronto and locality as regards the money stringency, which has so affected our American neighbors, has left but a slight stamp on the local merchants. During the year just closed, business, both in manufacturing, wholesale houses, and in the stores, has been satisfactory to all concerned and though for the past few months money has been scarce, the situation at present appears to be clearing up satisfactorily and the hardware trade in Toronto seem well pleased with the prospects for a busy and progressive 1908.

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In the winter months merchants all over the country are troubled by the formation of frost on their show windows, caused by the warm air of the store heating the cold glass and causing a mist, which is frozen by the outside air. A few weeks ago Hardware and Metal outlined a method of spreading glycerine on the outside of the window to prevent frost from adhering to the glass. This method may prove quite satisfactory, but a better one has been adopted by a local hardware merchant. In his case the large show window contains two electric fans, which are kept in operation at a small cost and as they attract attention to the display, in addition to keeping the window free from ice, they are a cheap innovation for the hardwareman. In the spring, when the fans are not needed, the demand is sufficient in most localities to dispose of any that have been in stock.

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From the Maritime Provinces comes a despatch to the effect that hardware jobbers will shortly decrease the time allowed on notes to the retail trade from three to two months. When interest is so high the wholesalers claim that they cannot afford to give the retail trade the benefit of their goods for three months, as is the case at present, and there seems, according to local jobbers, every chance of decreasing the time to 60 days, with 2 per cent. off 30 days. A few years ago the jobbers gave longer credit, the following table bringing the scale down to the present time:

6 months, 5 per cent. of 30 days.
4 months, 3 per cent. of 30 days.
3 months, 2 per cent. of 30 days.

And now the jobbers are talking of making the scale the same as exists at present in the United States, namely, 60 days, with 2 per cent. off 10 days.

BELLEVILLE.

Belleville, Dec. 30.—Last week we referred to the gratifying fact that the new and handsome premises of the Brass and Steel Goods Company, Limited, had been completed and that the machinery was fast being installed.

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The foundations of the building are upon the solid rock, the walls of brick and stone are 24 inches in thickness, thus providing for future extension when upper storeys are required, the frontage length being 136 feet, and width 40 feet. At present two storeys of 12 feet each, stand upon 40 feet by 40 feet and boiler house 16 feet by 16 feet has been erected, as also a corrugated iron sheeted coke shed.

The windows of the main building are a striking feature, being 12 feet wide, divided into three sections, the lower sash fitted with frosted glass.

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A steam heating equipment of latest design was installed by J. Lewis & Co., of this city, and the gas piping, plumbing, etc., has been well handled by Wm. McGee.

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At the present time there are about a dozen hands at work, mostly employed in preparing dies, patterns, and placing machinery in position. Although some manufacturing is being carried on, it is expected soon to have about fifty hands; and as the business develops, several times that many.

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The goods are made from cast and wrought brass, and there is scope for plenty of development as there are large quantities used, now being imported; trunk, refrigerator, cabinet and padlocks, as well as hinges, being amongst the most prominent.

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H. C. Hunt, P. C. Jones and Henry Pringle have been actively engaged in establishing the industry, the two former now devoting their entire time to its development.

HAMILTON.

Hamilton, Jan. 1.—"Rotten," was the more expressive than eloquent expression used by one of the leading hardware dealers when speaking about the Christmas trade a few days ago. And that merchant spoke the sentiment of every other hardware dealer in Hamilton, thus fulfilling your correspondent's forecast of last week. But the hardwaremen are not the only ones who are complaining of the trade, as the weather conditions played havoc with practically every line of the business. The merchants attribute the lack of business chiefly to the uncongenial weather and alleged hard times. There appeared to be a feeling of uncertainty among the buyers, they hesitated at commencing their shopping and when they did start their purchases were few and comparatively small.

The week immediately preceding Christmas was exceptionally quiet for that time of year, but the merchants looked forward to big sales the latter end of the week and the early part of Christmas week. The city was visited by one of the largest snowstorms in its history that week and business was almost completely tied up. Christmas week saw a good crowd of people in the stores, but as has been previously stated, they were very careful and in the majority of cases their purchases were small in number, as well as value. There are a large number of factories closed at present and this had a bad effect on the trade, and, together with the fact that the weather was uncertain and shifty, resulted in a very small demand for hardware materials.

* * *

H. G. Wright, of E. T. Wright & Co., lantern manufacturers, who served in the city council as an alderman last year, and who a few weeks ago announced his intention of retiring from the council, has given way to the entreaties of his friends and has consented to allow his name to go before the electors once again. The elections will be held next Monday, and Ald. Wright's election is almost assured.

* * *

Norman Clark, of Adam Clark & Co., plumbers, is also a candidate for aldermanic honors this year. He has been an alderman for several years and had considerable success in administering the affairs of the city. Hugh Sweeney, stove dealer, who has been an alderman for several years, is another candidate who will interest Hardware and Metal readers. Like Ald. Clark, he has had a very successful career and his re-election is almost assured.

* * *

Great interest is being taken in this city in the coming elections, in view of the fact that two important bylaws will be voted on. One will be to vote $225,000 for the installation of a municipal lighting plant, and the other will be to authorize the expenditure of $50,000 on electric pumps for the waterworks system. The first mentioned by-law is the subject of much consideration and discussion, and as it is such an important question Mayor Stewart has arranged for a number of public meetings for the education of the ratepayers on the subject. The reason that the matter is of such great importance is because the city is to get its power supply from the Hydro-Electric commission if the plant is installed, which means that the Dominion Power & Transmission Company, which controls the electrical situation here at present, will have strenuous opposition. Needless to say, the big power company is putting up a hard fight against the by-law, and the prospects are not any too bright for its passing.

* * *

The value of the buildings for which permits were taken out during the year amounts to $2,758,540, an increase of $773,850 over last year. The value of the permits for December was $28,300, as compared with $26,850 for the same month last year.

* * *

On Monday night of this week Ford & Featherston, the Canadian agents of the Carey Safe Company, of Buffalo, entertained their travelers at the Hotel Royal. There were about twenty-five present, and speeches were delivered by F. Ford and G. S. Dellinger, local manager.

GALT.

Galt, Dec. 31.—The hardware and other merchants in Galt have every reason to feel satisfied with the past year's trade, and particularly with the Christmas buying. While they are willing to admit that trade has not been up to former years, they claim that they have no complaint to make, and that in reality, the cry of hard times is the work of certain parties with axes to grind.

* * *

A number of industries in Galt have closed down for the holiday week, in order to take stock. It is expected, however, that the new year will see every industry running full time, with prospects of a very busy year.

* * *

The hardware men are enjoying a very restful week, by reason of the fact that the drummers are off the road for the holiday time.

* * *

The Canadian McVicker Gas Engine Co., an industry established in Galt over two years ago, and which was largely backed by F. Euchson Brown, now a practicing lawyer in Toronto, has gone into liquidation. The company was established under promising auspices to manufacture a gas engine in Canada which had attained a wide reputation in the States for cheapness, simplicity and effectiveness. The working principle was novel and approved by engineers and there appeared to be a good field for the new engine on this side of the border. Mr. Brown took considerable interest in the new venture and invested a large sum of money, but subsequently withdrew from the control of the concern. Efforts to readjust affairs appear to have been ineffectual and an assignment followed the issuance of a writ. It is felt, however, that the business has a future, and that with readjustment it can be successfully carried on.

* * *

John Ridell, a Beverly farmer, worth $10,000, was on Monday sentenced to six months in Central Prison for stealing from the sleighs of farmers which had been left in hotel yards. The affair has created quite a sensation.

GUELPH.

Guelph, Dec. 31.—Some time ago the galvanized iron chimney of the Guelph Axle Company was blown down in a gale of wind. The firm has completed the building of a brick chimney, and were closed down for a few days last week while connecting it with the boilers.

* * *

Harry Occomore, tinsmith and stove dealer on Upper Wyndham street entertained his employes on Friday evening at the Kandy Kitchen. Thirteen in all sat down to the tables, where a dainty repast was served. A pleasant social time was afterwards spent.

* * *

"No contractor will take a contract where the city specifies that all work be done by local workmen," said James Le Grand, the contractor, for the septic tanks, in speaking of the agitation of the Trades and Labor Council to make it a necessity for the City Council to insert a clause in all contracts let, to give local, or, at least, British workingmen, the preference. Mr. Le Grand expressed the opinion that such a castiron rule would make it impossible for the city to secure contracts on most of the public works, as no contractor would feel justified in making any such agreement.

The town of Elmira is thriving mightily. In that little manufacturing centre, every factory is working full time, and some of them overtime. The merchants there enjoyed a splendid Christmas trade.

* * *

The nominations for aldermen were held here on Monday evening, and it is expected that the elections will be close ones. Among those nominated were George Penfold, of S. & G. Penfold, hardware merchant; H. Mahoney, of Mahoney Bros., plumbers, and C. H. Crowe, of Crowe's Iron Works.

George Penfold said that the city of Guelph stood above any other place in Canada, and he trusted everyone, especially the working people, would take advantage of the opportunity to obtain power at first cost—an opportunity which we may never get again. Canada at present is in the hands of the coal barons, and cheap power will make us more independent.

Henry Mahoney said that he would vote fearlessly at the Council board, and would serve the city to his ability.

LONDON.

London, Dec. 31.—Business, both wholesale and retail is quiet, as is usual at this time of year. Stock taking will be done with by the end of the week and travelers will start out the beginning of the year with every confidence that 1908 will prove as prosperous a one as its predecessor.

* *

The hardware and metal trades are pretty well represented among this year's candidates for municipal honors. Ald. Stevely, one of the mayoralty nominees, is engaged in the tin and stove business, while for aldermen the following are among the candidates. J. K. H. Pope, secretary of the McClary Manufacturing Company; George W. Armstrong, brass manufacturer; Wm. Wyatt, ex-tin and stove dealer; A. W. White, manufacturer of engines, etc.; Wm. Scarlett, of Wortman & Wood; Benj. Noble, master plumber, and Robt. Parsons, retail hardware merchant, the whole numbering more than half enough to form the entire Council.

* * *

The framework of the new roof over the big additions to the Grand Trunk car shops is completed, and the work of roofing in is now proceeding. The completion of the new structure will greatly increase the facilities of the shops.

* * *

Contractor G. Gray has received the first shipment of iron for the new cribwork at the foot of Main street, Port Stanley. The iron was brought to London and sent to the Port over the Southwestern Traction line.

* * *

The widow of the late Frederick T. Howe has entered action against the McClary Manufacturing Company to recover $10,000 damages for the death of her husband. Howe was engaged oiling machinery at the McClary works in March last, when the ladder upon which he stood broke and threw him against a revolving shaft, which caught his clothing and whirled him to death. Plaintiff claims the shaft was not properly guarded.

* *

The "limerick" craze has reached the local hardware trade, Cowan & Co. having been the promoters of one just brought to a successful close. Two prizes were offered, aggregating in value about $12.

* * *

Arthur W. White and his solicitor, George C. Gibbons, K.C., were in St. Catharines on Saturday in connection with the purchase of a large site which the firm of George White & Sons have had under consideration for some time. As has before been stated, the firm are dissatisfied with local conditions, finding it impossible to obtain proper sewer connection for their establishment on Rectory street, and frequently of late have threatened to move to some other town. Whether a deal has been closed at St. Catharines cannot yet be learned.

* * *

The Schott Machine Company have received three more orders from the department of public works for the L. & K. test boring machine. One is to be shipped to Charlottetown, P. E. I., another to Antigonish, N.S., and the third to Calgary, Alberta.

CHATHAM.

Chatham, Dec. 31.—Municipal nominations took place on Monday morning. The hardware and allied trades were fairly well represented among the nominees for the council, the list including "Archie" Park, of Park Bros. boiler and engine works; W. R. Landon, of the Chatham Manufacturing Co.; Ald. W. H. Westman, of Westman Bros., and Fred H. Bresco, of Bresco Bros. It is probable, however, that Ald. Westman and Mr. Bresco are the only ones who will stand.

* *

E. J. Welsh, of Windsor, who has been engaged for some time past as traveling salesman of the Massey-Harris Co., has accepted a similar position with the Manson, Campbell Co. of this city.

* * *

Owing to the stringent regulations placed upon the shipping of dynamite and other explosives at Essex since the recent explosion there, it is said that the Dunbar & Sullivan Co. will establish a plant for the manufacture of powder required by them at Amherstburg next spring.

* * *

The C. W. & L. E. Railway Co. held its annual meeting in this city last week. There was a good representation of shareholders, the following officers being elected: President, Geo. W. Kipp, Towanda, Pa.; vice-president, D. A. Gordon, M.P., Wallaceburg; general manager, Geo. J. Fielder; superintendent, S. Fitch; secretary, J. G. Kerr. The meeting was most harmonious and the future prospects of the road are stated to be very bright.

* * *

The annual meeting of the Chatham Steam Heating Co. was held at the same time as the electric railway meeting, the same officers being elected, save that N. H. Stevens was chosen vice-president instead of Mr. Gordon. A dividend of 2½ per cent. was declared on the capital stock.

* * *

J. G. Crosby, the Highgate hardware man, states that he did more business during the past year than in any year since 1900.

* * *

Stanley Law, of Stephens & Douglas, hardware store, spent Christmas at Ingersoll.

West of the Great Lakes

Edmonton's Industrial Possibilities—Opening for Leather and Other Industries —Railway Building at Saskatoon—Bright Prospects for Expansion of Brandon in 1908.

EDMONTON.

Edmonton, Dec. 19.—Edmonton at the present time offers unusual advantages to industries of varied natures. Surrounded by a rich area of land extending for several hundred miles in every direction it is in an excellent position to attract these industries. The two important factors to be considered by every manufacturer, the nearness of the raw product and the market for the manufactured article, are both supplied in this city. Strategically situated in the heart of a rich farming and mineral country, with a vast region of future possibilities tributary to it, Edmonton offers exceptional advantages as the market, already large, is constantly growing larger as the country becomes more thickly populated. From the rich area surrounding the city, the raw products necessary for the manufacture of dozens of articles used by the people, are to be found in abundance, and all that is required is enterprise and capital to develop their local manufacture. Another important feature in the eves of the manufacturer is transportation facilities. Edmonton is on the direct line of the great trans-

continental, the Grand Trunk Pacific, now being constructed, the Canadian Northern is already built to the city and is extending its branch lines west and north opening up new country. While the C.P.R. is making extensive plans to build new lines to the city other railroads to tap the country to the north are already being planned, thus giving all the advantages of keen competition among rival railroads.

* * *

During the past year work has been started on one industry in Edmonton that will doubtless prove a paying proposition and will do much to develop the city and that part of Western Canada adjacent to it. This is the Griffin Packing plant, which is partly built and which will be completed early next year. In the country surrounding here canned meat is used extensively and every year hundreds of cars of canned meats are shipped into Edmonton from the great packing plants at Chicago, Kansas City, Montreal, London, Prince Edward Island and elsewhere.

* * *

Closely connected with a meat packing plant will follow opportunities for the establishment of an extensive tannery and boot and shoe manufactory. Hundreds of carloads of hides are every year shipped east and made into leather and the leather shipped west again both in bulk and in the form of boots and shoes and all other articles made from leather. Tanneries could be established here and the thousands of people throughout the West supplied with leather goods at a greatly reduced price.

Following in the wake of the canning and meat packing industries, factories could be established to use the waste material from these plants. Soap works, chemical works, glue factories and many other industries would follow in natural succession that would quickly convert Edmonton from a mere distributing point to a great manufacturing centre as well. Nor would the market for these products necessarily be confined to Western Canada alone. As a proof that competition with Eastern firms by Edmonton manufacturers in Europe is feasible it has been pointed out that the freight rate from Edmonton to Liverpool is very little in excess of the freight rate from Chicago to Liverpool. The consumers in Great Britain express a decided preference for Canadian hams and bacon over those produced by Americans and by careful attention to the quality of the article produced the same preference could easily be secured for other lines.

* * *

In the manufacture of cereals and all kinds of breakfast foods, as well as that of biscuits, there is a great field for the Edmonton manufacturer to replace the Eastern firms that are shipping their goods into the West. The big grain soft fall wheat that is the most satisfactory for making cereals and pastry, can be grown in abundance in Alberta. At the office of the Board of Trade is a sample of this class of wheat, Dawson's Golden Chaff, that would be the very best for the manufacture of cereals. This sample was taken from a field of 50 acres that produced 40 bushels to the acre, showing that the yield is large. Local millers do not encourage the growth of this kind of wheat, however, as it is unsuitable for bread-making purposes.

In oats there are possibilities of competing even in the Eastern market. It is a comparatively well known fact that Alberta oats will make the best rolled oats in the world, and the demand for this by judicious advertising could be made world-wide.

* * *

In the building line also the opening for manufactures are great. It was evident during the past summer that the supply of bricks for building purposes was not nearly sufficient, due to the fact that it took too long to prepare them for use. A sand lime brick plant established here would obviate this difficulty as bricks can be made ready for use in 24 hours, being steamed instead of baked. The sand for the purpose must possess a certain chemical constituency and the sand in this locality has been analyzed and found to be satisfactory for this purpose. Lime also has been found here but has not been exploited.

* * *

In the manufacture of wood fibre plaster that is now used extensively in building there are opportunities in Edmonton. The useless poplar and spruce trees that grow in abundance all over this country could be utilized for this purpose, and marl, which is known to be present in large quantities could be used to manufacture cement. At present the wood fibre plaster used here is manufactured by the Manitoba Gypsum Company, near Winnipeg.

There are many other industries, such as a stove factory, that would find in Edmonton a suitable place to locate, and the manufacturer who realizes this soonest and gets in on the ground floor is the one who will get the greatest benefit, and who will help Edmonton to take her place as the leading centre in Western Canada.

* * *

At the first representatives' convention of the allied labor men of Alberta, held in Calgary last week and attended by delegates from all parts of the province, it was decided to adopt the platform and name of the Socialist party. The labor unions of the province pledge themselves to work for the advancement of this party in future.

* * *

The hardware trade in Edmonton is good. This is the opinion expressed by all hardware merchants in the city. Business has been good all fall and the approach of Christmas has stimulated this trade greatly. The hardwaremen of the city have recently been paying more attention to window decorations than in the past and their window displays are as attractive as that of any merchant in town.

* * *

The employes of Ross Bros.' hardware store have formed a hockey club and the team played their first game of the season last week at the city open air rink when they went down to defeat before the Queens Ave. team by a score of 6—0. There is some good material in the team, however, and before the close of the hockey season they will doubtless give a good account of themselves. The line up of Ross Bros.' team was: Allan, goal; Brayton, point; Chinnick, cover point; Dawson, rover; Bellamy, centre; Milling, right wing; Dickie, left wing.

* * *

A unique display has been arranged in the window of the Sommerville Hardware Company, First St. Three electric fans were placed in opposite corners of the window and set in motion. In the centre was a heap of light feathers which were blown about by the forced draft. Underneath the feathers were hockey sticks and skates peeping through here and there. The whirling feathers caught the attention of the passersby and nearly everyone paused to look in at the novel window display.

* * *

The price of coal in Edmonton is less than last year on account of the large increase in the output over that of 1906-07. In quantities it may be secured for $3.50 and $4 for a single ton, while last winter the price was $4.50 and $4.75 per ton.

* * *

The Alberta Poultry and Pet Stock Association executive have held several meetings recently in the Stovel Hardware Store, making arrangements for the winter exhibition to be held early in 1908. Jas. A. Stovel is president of the association and has always taken an active interest in the affairs of the association.

* * *

A German club has been formed in the city recently and a new club house erected.

* * *

Merchants in the city are keeping "open shop" every night this week on account of the Christmas trade and the clerks are all kept busy.

* * *

R. E. Jones, manager of the Winnipeg Paint and Glass Company, was in the city last week on business.

An attractive arrangement is to place your stoves in a row down the centre of the store, ranged where possible according to price. A customer has a chance to compare the stoves if you follow this plan.

BRANDON.

Brandon, Dec. 27.—The statement of building operations in Brandon during 1907 shows a total of $704,290, against $724,905 in 1906. These figures are very satisfactory, but they do not convey to the casual reader a proper significance of the development of the city along other lines. Take the item of expenditure on permanent railway buildings for instance and the figures would appear very insignificant were they compared with the expenditure on permanent roadbeds and yards which have been constructed within the corporation. The Great Northern has expended on construction work alone $250,000. The Canadian Northern Railway Co. has under construction a $30.000 roundhouse, and have purchased a site upon which they propose to erect a $45,000 depot during 1908.

* * *

The Brandon Winter Fair Building is now completed at a total cost of $45,-000. $30,000 of the capital subscribed was subscribed by Brandon citizens and it is the intention of the directors to have the total amount subscribed so that the building will be free of encumbrance. The first exhibition will be held from March 10 to 13, inclusive. The object of the association is to encourage the monthly sale of stock and annual exhibitions of all classes of farm stock and grain.

* * *

Every implement firm should be represented in Brandon. The southwestern district, of which Brandon is the distributing centre, had 1,155,456 acres in wheat during 1906, with a total yield of 20,879,089.9, which was better than one-third of the acreage and crop of the entire province. The provincial figures are: Total acreage to wheat 3,141,537; total yield, 61,250,413.4.

* * *

The expenditure for the extension of water mains was $11,440. Installation of new services, $4,598. New meters, $5,000. Over 7,000 feet of sewer pipe were laid.

A contract has been entered into between the city and the C.P.R. to supply the company with water for a period of five years at a rate of 7c. per 1,000 gallons for a consumption of 150,000 gallons or under, should the consumption exceed 150 000 gallons, the cost will be 6½c. per 1,000 gallons.

A by-law regulating water rates for railway corporations was passed recently, which gives the companies a very low rate.

The city provides water to manufacturers with a rate of 12½c. per 1,000 gallons.

SASKATOON.

Saskatoon, Dec. 27.—This week hardwaremen did a good business in skates and other seasonable goods, such as cutlery and plated ware, suitable for Christmas gifts. The opening of a covered rink in the west end also helped things considerably in the sale of curling stones and hockey goods. This rink is under the management of Elford & Cornish. The rink was opened a few nights ago for the first time. A band was in attendance and the proceeds were handed over to the hospitals.

* * *

The installing of the plant has now been completed in the new brewery of the Hoeschen-Wentzler Brewing Co. The other day seventy-five barrels of beer were made and stowed away in large vats to mature. The Goetz & Flodin Co., of Chicago, and the Vilter Manufacturing Co., of Milwaukee, installed the plant, and several local men assisted in the plumbing and fitting. The proprietors are John Hoeschen, of Melrose, Minn., and Fred. Wentzler, of St. Cloud, Minn., who are both experienced in the manufacture of beer. The buildings cover nearly an acre of ground and are located between the river and the C. N. railway, thus giving a plentiful supply of water and excellent railway accommodation. The new company have their own fire protection and electric lighting plant, and part of the machinery is propelled by motive power, which is considered more satisfactory than steam. In the meantime barley is imported from the States, but as soon as a malthouse can be constructed it is anticipated that malt barley will be grown in this vicinity, of which 2,500,-000 bushels will be required yearly.

* * *

It is now definitely known that the Canadian Northern Railway will spend about $60,000 on the erection of a new station and freight sheds here next year. A $30,000 station will be constructed on Twenty-first street and as large a sum will be expended on freight sheds and other necessary buildings. The plans are said to be almost complete and contracts will be awarded early in the New Year, when operations will commence as early in the spring as the weather will permit. A new station cannot be built too soon, for the present C. N. station does not afford much accommodation to the travelling public, being altogether too small for the summer business and present-day requirements.

* * *

The first carloads of wheat over the Grand Trunk Pacific came into Saskatoon last week. Although the Grand Trunk Pacific railway is not yet in full operation it was thought advisable to bring in as much wheat as possible over the new route from points on their line, thus relieving the farmers in these districts. The wheat is turned over to the Canadian Northern here for removal to the east. It is the intention of the company to continue to meet the requirements of the towns through which the steel is laid until the regular service is commenced in the spring. The Canadian Pacific and the Grand Trunk, although not nearly completed, are putting forth an effort to relieve the wheat situation wherever possible in the districts through which they run. Asquith, on the C.P.R., was one of the places which stood greatly in need of a regular train service. There is a vast wheat-growing country surrounding it, and farmers hauled their wheat from far and near to have it shipped, When a train of about a dozen empty cars was sent out these were pounced on by eager farmers who were anxiously waiting to dispose of their wheat. In many districts the elevators are full, notwithstanding the relief which has come, but it is gratifying to note that the railways are getting a move on as the disposing of wheat means everything to the west. Give the farmer his money and he will be in a position to not only settle old scores, but also to purchase new machinery and materials for the coming season.

CALGARY.

Calgary, Dec. 26.—Business in all trades at the present time is particularly good. Building operations are still being carried on pretty generally. Sherman's big auditorium roller rink is just completed and was opened last week with a monster entertainment for the benefit of the hospitals. The stage of this building is one of the largest in America, being one hundred feet wide by fifty feet deep, and the seating capacity of the theatre is between four and five thousand.

* * *

One of the events of note during the past week was the opening of the Horchover restaurant, which is, perhaps, one of the best fitted out institutions of its kind in the west. The opening banquet was attended by the mayor and council and many of the prominent merchants and citizens. The equipment in the hardware line, which was furnished by Linton & Hall, of this city, consisted of wine coolers, baking dishes, servers, cruets and flat-ware, manufactured by the Menden Britannia Co., of Hamilton, and the Toronto Silver Plate Co., and the value of it exceeded three thousand five hundred dollars. This fine display of silverware was on view in Linton & Hall's window for one week before the formal opening of the restaurant, and made a very good showing.

GET THIS IN YOUR LOCAL PAPER.

The following article seems to strike on the head the cause of the so-called financial stringency which is being felt to some small extent in Canada just now. It is well worth being spread broadcast. It would be well worth the trouble on the part of our readers to take this issue to the editors of their local newspapers, draw attention to article and induce them to publish it. It will be just as useful to the publisher as to the retailer:

Panics are always irrational, because they are born of unintelligent fear, or because they greatly increase the possibilities of peril. There are many occasions which justify a panic. When a real danger comes, the first duty is to keep one's mind at the highest point of intelligent action, and to keep one's emotions out of sight and hearing. In the face of a great danger a man ought to listen to his judgment, not to his emotions. The worst feature of a panic is that it makes men cowards when it does not make them brutes; and the special form of cowardice which comes with financial stress is unwillingness to part with money, the tendency to hoard what one has and increase the peril, instead of generously giving it out and thus removing the cause of the peril. In every stringency a host of people begin by not paying small bills even more than large ones which prolongs hard times, and unjustly and unnecessarily lays a heavy burden on the backs of some of the most prudent and honest members of the community. An honest man always pays his debts. If misfortune overtakes him the day of the discharge of his obligation is only postponed; it comes as soon as he can make ready for it. But in a time of panic it is every man's pressing duty to pay his debts with the utmost promptness.

There are hosts of people to-day who have money in hand and are letting

their grocers, butchers, milkmen and others who supply the necessities of life go unpaid simply because they are timid and, like some country and city bank, want to collect and keep as much money on hand as possible ; as if money were for hoarding and not for circulation. This small-minded precaution is bringing misfortune to many industries and faithful men and women. Those who supply the means of life, whose coming and going from the house are part of the daily routine of keeping the family alive, ought to be the very last to suffer from delayed payment. As a matter of fact, they are the very first. People who can still spend money upon the theatre, the opera, concerts, and other forms of entertainment, are letting their grocers, butchers, and milkmen go unpaid, thus contributing to the very condition which makes them cowardly. There is no longer any reason for timidity ; but if there were, the duty of paying one's small debts with as great promptness and as deep a sense of responsibility as one pays one's large debts would press still more imperatively. It is a great deal more honorable to have a small bank account and no unpaid bills in the house than to have a large bank account made up by keeping money which belongs to other people. The first duty of an honorable man in a time of stringency is to see that he is not transferring to those who furnish the necessities of life the burden which he ought to bear himself.—The Outlook.



W. OSCAR LABELLE, PETERBORO

Who Has Left the Road to Join the Kingan Hardware Company, Peterboro.

TRAVELER BECOMES RETAILER.

W. Oscar LaBelle, who represented Lewis Bros., Montreal, east of Toronto, for several years, has become a member of the old established firm of the Kingan Hardware Company, Limited, Peterboro. The city is a fine centre of industry, situated as it is on two lines of railways, and with unlimited water power, is bound to extend its manufacturing scope. The Kingan Hardware Company conduct a large business, and Mr. LaBelle's wide experience, both retail and wholesale, should prove of great value in extending the firm's operations.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

A SOLINGEN manufacturer of pocket cutlery, razors and scissors is open to appoint an agent for the sale of his goods in Canada; his present agent is retiring from business. This is a good opportunity for a young man with a small capital to make money, as the cutlery has a large sale with the best retail trade. It is necessary to carry a stock of about $3,000. Apply to Box A, HARDWARE AND METAL, Montreal.

AGENCY WANTED

WANTED—Sole agency for high class line of hot air furnaces by reliable hardware firm at Calgary, Alta. Address Box 678, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—About $1,500 worth of hardware and $200 worth of glass, at 75c. on the dollar; 400 ash front hardware drawers assorted sizes, from 4½ inch to 14 inch x 6 inches high, with solid brass pull at 9c. each; one 6 foot square-top show case, $10; two 60-gal. coal oil tanks at $300 each. J. D. Murdoch & Co., Simcoe, Ont. (52)

ESTABLISHED, growing, paying business — furnaces, stoves, kitchen goods, etc.—in live city; good stand; long lease; low rental. A fine opportunity. Owner has other interests. Box 682, HARDWARE AND METAL, Toronto. (3)

FOR SALE — A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (1)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

SET of tinsmith tools, good as new, Peck, Lowe & Wilcox make; $125; great sacrifice. Box 672, HARDWARE AND METAL, Toronto. (1)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED — Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced salesman for our specialties to work Montreal and eastward. Canadian that speaks French preferred Address Wolverine Brass Works, Grand Rapids, Michigan. (1)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

DO you want to learn sheet metal pattern drafting? a postal card will bring you full particulars; we also sell patterns for any kind of sheet metal work. The Sheet Metal School, Galt, Ont. (3)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Traveling salesman. Apply by letter, stating experience and giving references. The Gurney Foundry Co., Limited, Toronto. (1)

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

HARDWARE clerk with four years' experience in general hardware wants situation at once; references. Box 675, HARDWARE AND METAL, Toronto. (51)

HARDWAREMAN open for immediate engagement. Box 679, HARDWARE AND METAL, Winnipeg. (52)

Assignee's Notice of Sale

UNDER and by virtue of the powers contained in a certain assignment, which will be produced at the time of sale, there will be offered for sale by tender the $1,600.00 hardware stock of Messrs. Caley Bros., in the Town of Latchford, consisting of miners' and prospectors' supplies, hardware, paints, oils, glass, tools, notions, tinware and general shelf hardware, show cases, furnace, safe, etc., etc.

Tenders will be received by the undersigned up till Saturday the eighteenth day of January, 1908, and will be opened at the office of the undersigned in the Town of Latchford, on Monday, the twentieth day of January, 1908.

TERMS—Each tender must be accompanied by a marked cheque for twenty per cent. of the amount thereof, cheque to be applied on purchase money of tender, if it be accepted, otherwise to be returned to the tenderer, balance of purchase money to be paid in two equal instalments to be secured by paper bearing current rates of interest, acceptable to the Canadian Bank of Commerce, Latchford.

For further particulars and conditions of sale apply to

SCOTT, SCOTT & MacGREGOR,
Latchford, Ontario,
Vendor's Solicitors.

Dated at Latchford this 10th day of December, 1907.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Jan. 3, Room 511, Union Bank Bldg, Winnipeg, Man.

While business still remains quiet, all prices are holding firm, and wholesalers are optimistic of a renewal of activity with the opening up of the new year.

Travelers who have been in the city during the holidays are again returning to the road, and the wholesalers anticipate a busy time preparing the many orders for spring delivery. Development of the country, means great building operations, and consequently, great increases for the hardwaremen, and the coming year gives promise of being a successful one from every standpoint.

The only quotable changes this week are declines in petroleum oils, and gasolenes. Linseed oil has taken a drop of five cents, and turpentine in barrel lots has declined ten cents.

Rope—Sisal, 11c per pound and pure manila, 15½c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.10 f.o.b. Winnipeg and $2.65 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅝ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 per cent.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks, 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 per cent.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66; Buffalo, tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Ordinary, per 100 lbs., $7.25; chilled, $7.65; buck, $8.05; 28 ball, $8.45. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.-80; 2½, $24.60; 3, $32.50; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.-65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.-40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.-65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c; solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Paints and Oils—White lead, pure, $6.-50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 80c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

Who Caused the Panic?

(From the Wall Street Journal.)

Who caused the panic?

"Not I," said the President; "Not I with my Big Stick."

Who caused the panic?

"Not I," said Governor Hughes; "not I, with my gas, insurance and traction investigations."

Who caused the panic?

"Not I," said Rockefeller; "Not I with my methods of competition."

Who caused the panic?

"Not I," said Harriman; "Not I, with my transcontinental ambition."

Who caused the panic?

"Not I," said Morse; "not I, with my chain of banks."

Who caused the panic?

"Not I," said Ryan; "Not I, with my Metropolitan deals."

Who caused the panic?

"Not I." said Rogers; "not I, with my copper boom."

Who caused the panic?

"Not I," said Heinze; "not I with my bank and copper pool."

Who caused the panic?

"Not I," said the Promoter; "not I, with my inflated valuation, my rose-colored prospectus and my overcapitalization."

Who caused the panic?

"Not I," said the Speculator; "not I, with my manipulation."

Who caused the panic?

"Not I," said the Banker; "Not I, with my "Glad Hand" methods, my fierce competition for deposits, my payment of excessive interest, my lack of co-operation, and my hoarding of reserves when courage was demanded."

Who caused the panic?

"Not I," said the Politician; "not I, with my demagogic attack on corporations, and appeals to the labor vote."

Who caused the panic?

"Not I," said Graft; "not I, with my bribery and blackmail."

Who caused the panic?

"Not I," said the Southern Governor; "not I, with my 2-cent fare laws and contests with the Federal judiciary."

Who caused the panic?

"Not I," said Judge Landis, "not I, with my $29,000,000 fine."

Who caused the panic?

"Not I," said Real Estate Syndicate; "not I, with my farm 'just twenty minutes from City Hall' carved up in city lots."

Who caused the panic?

"Not I," said Mining Proposition; "not I, with my hole in the ground and press agent."

Who caused the panic?

"Not I," said Brisbane; "not I, with my editorials, preaching class hatreds in big capitals."

Who caused the panic?

"Not I," said the Sun: "not I, with my outrageous attacks on the mind and character of the President."

Who caused the panic?

"Not I," said Court Circular; "not I, with my fulsome and deceitful defense of the divine right of high finance to do as it pleases."

Who caused the panic?

"Not I," said Muck Raker; "not I, with my sensation."

Who caused the panic?

"Not I," said Currency; "not I, with my inelasticity."

Who caused the panic?

"Not I," said Treasury Surplus; "not I, absorbing the people's cash."

Who caused the panic?

"Not I," said Protective Tariff; "not I, with my excessive and discriminating taxation."

Who caused the panic?

"Not I," said Undesirable Citizen; "not I, with my disobedience to law."

Who caused the panic?

"Not I," said Prosperity; "not I, with my overdoing of things."

Who caused the panic?

"Not I," said Great Gold Production; "not I, with my lifting of prices and rates of interest."

Who caused the panic?

"Not I," said War, Pestilence and Earthquake; "not I, with my disasters costing billions of dollars."

Who caused the panic?

"Not I," said Luxury; "not I, with my automobiles and yachts, and lavish expenditures in excess of income, depriving the country of new investment power."

Who caused the panic?

"Not I," said Organized Labor; "not I, with my high wages and shorter hours, and lessened efficiency."

Who caused the panic?

"Not I," said Materialism; "not I, with my egotism and denial of faith."

Who caused the panic.

All of us; let us confess the truth and endeavor to mend our ways and to put our lives and houses in order for another advance in all that makes a nation really strong and true.

COURT FORBIDS LABOR BOYCOTT.

In the recent suit brought by The Buck Stove and Range Company, St. Louis, against the American Federation of Labor, involving the right of labor to boycott business houses which labor organizations regarded as "unfair" to them, an injunction has been granted prohibiting the Federation from continuing the boycott pending a final settlement.

The Buck Stove and Range Company run an "open shop" and the Federation has, through the use of thousands of circular letters and through the medium of their official organ, endeavored to prevent the sale of the Buck stoves.

The case will not receive its final hearing until the spring.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment—it is right because

IT covers wears looks WELL

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

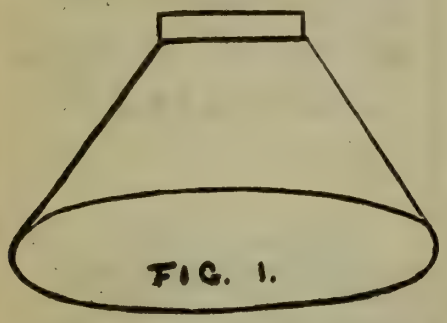
WINNIPEG and CALGARY

Cutting Patterns in the Tin Shop

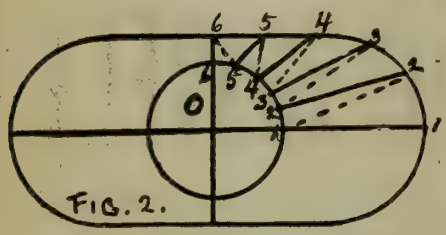
Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR TIN PIPE.

In describing a pattern for a pipe that is round at one end and oval at the other let Fig. 1 be the given pipe and Fig. 2 the plan.



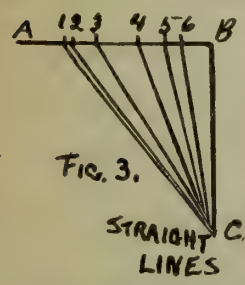
Draw the oval end of the pipe as in Fig. 2, and then a circle the size of the round pipe required in the centre of the oval. Divide the circle into any number of equal parts, as in the circle O, Fig. 2. Also divide the oval into the same number of equal parts, as there are in

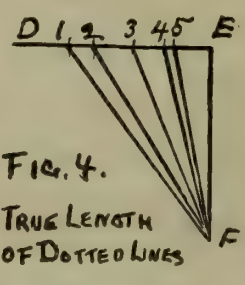


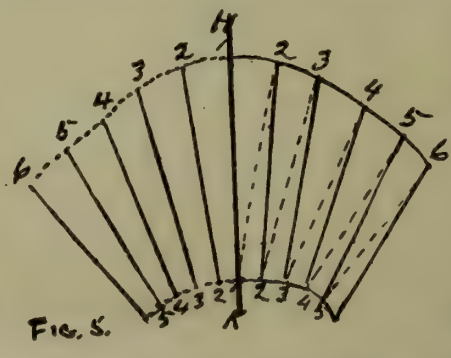
the circle. Then draw the line 1, 2, 3, 4, 5, and 6. It does not matter how many spaces as long as it is an even number, but the smaller the spaces the truer the pattern will be.

Draw the line A, B (Fig. 3) and the line B, C, at right angles to A, B. Then lay out on the line B, C the height of the pipe required when finished "O."

Place your dividers in the line 1, 1, Fig. 2, and make B, 1 in Fig. 3 equal to 1, 1 and B, 2 equal to 2, 2, and B, 3 equal to 3, 3, and B, 4 equal to 4, 4, and







B, 5 equal 5, 5, and B, 6 equal 6, 6. Then draw lines from 1 to C, 2 to C, 3 to C, etc. Then draw the line D, E and E, F at right angles to D, E. Make E, F equal the height of pipe equal to B, C. Then place dividers at 1 to 2 in Fig. 2, on the dotted line. Then mark on the line E, D, from E to 1, then from 2 to 3 in Fig. 2. Then mark 2 in Fig. 4 from E to 2, etc., until you have the five dotted lines laid off on the line E, D, Fig. 4.

Draw the line H, K, in Fig. 5. Place your dividers at C, extending to 1 in Fig. 3. Then mark off on the line H, K, as 1, 1. Then place dividers at F, Fig. 4, extending to 1. Then place dividers at 1, Fig. 5, marking 2, 2 Fig. 5. Then at C, 2, Fig. 3. Then at 2, 2, Fig. 5. Then at F, 2. Then place dividers at 2, marking 3 in Fig. 5 and continued till all are completed. The distance between "1—," "2—3," etc., at H, must be the same as "1—,2" "2—3" in the oval Fig. 2, and the distance between 1—2, 2—3, etc., at K, must be the same as in the circle O. Then a line traced through these points will form half the pattern.

Edges must be allowed.

W. M. M.

CAUTION AND WATCHFULNESS NECESSARY FOR STOVES.

The Minnesota State fire marshall has issued a bulletin which describes the causes of, and careless practices which each year prove so costly to municipalities and individuals who are careless or ignorant of the correct and common sense methods of running the heating and cooking apparatus in their residences. Some of the information contained in the bulletin is not new, but experience teaches us that the commonest truths and warnings need to be constantly repeated. The bulletin says:

Failure to protect nearby woodwork from the heat of stoves ranks next to defective flues as a cause for fire waste. This loss in our state exceeds $175,000 a year, while the cost of sparks falling on shingle roofs as a result of carelessness in feeding or giving draft to stoves, is half as much.

Among heaters the cook stove sacrifices most property, and the gasolene stove most lives. The worst culprit is the cook stove which has no eight-hour day nor Sunday off. The gasolene stove causes a greater number of fires, but the loss is smaller by half because attention is attracted to them before they have time for a good start. The gasolene fire starting with an explosion sounds its own alarm, and, added to this, there is usually a cry of the burned, which summons immediate help.

The Wood Stove's Tricks.

The wood or coal stove often takes advantage of the absence of its general manager to fire something, usually the nearby woodwork. A stove is likely to ignite laths from which the plaster has fallen or a wooden partition within three feet. The danger signal is the browning of the wood, which occurs if the heat reaches 414 degrees Fahr. If the wall is protected by tin, zinc or sheet iron the stove may be placed within a foot. The metal to protect the wall must have a space behind it so that circulation of air will keep it cool. This may easily be secured by hanging the sheet of metal on screw hooks. The pipe is often the hottest part of the stove, therefore the metal to protect the wall should be run three feet above the stove.

Bright tin reflects heat better than any other metal. If the elbow of a pipe is within a foot of the ceiling sheet metal should be placed above it.

Bright Tin Best.

A wooden floor under a stove must have on it a sheet of metal extending a foot in front of the ash pan, and if wood is the fuel used the metal should extend that distance out under the stove door. All cold air entering the room falls to the floor and is drawn toward the stove, so an air space between floor and zinc is unnecessary. However, it is a very proper precaution to put a layer of one-eighth inch asbestos cloth under it, for it may have to catch some very hot coals.

Many fires occur from a clothes horse or chair holding clothing or laundry being placed too near a stove or grate, and a few from kindling put in a warm place over night to dry.

Kindling With Kerosene.

The newspaper accounts of many horrible accidents from using kerosene or gasolene to start a fire do not seem greatly to lessen the number burned in that way. Kerosene may be safely used for the purpose if the stove is cold or if the kindling is blazing. Heat without blaze converts it into gas, which will explode when a blaze starts. Gasolene so used is fearfully dangerous.

A parlor or bedroom stove should always have metal under it and if the wall is within eighteen inches it should be protected by sheet metal on one-eighth inch asbestos cloth. When covering a coal fire to keep it over night, remember that coal swells one-third while burning, so hot coals are likely to fall out of the open door or over the grate bar. Many houses were fired last year by drapery over grates and stoves igniting.

REVOLVERS MADE INTO A STOVE.

Municipal Judge Cameron, of Portland, Oregon, has collected a big batch of firearms, mostly revolvers of a cheap make, received from the hands of reckless persons who came before him. As it would, of course, be a questionable procedure to sell these at auction, the Judge is reported as deciding to have them melted and cast into a stove for use in the court-room.

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

1908 Calendar.

The firm of Amoit, Lecours & Lariviere, hardware and plumber supply contractors, Montreal, have presented their friends with an annual calendar. The calendar gives views of the firm's headquarters in Montreal, is quite attractive, and will serve as a reminder for friends of this popular firm.

A "Striking" Calendar.

The Capewell Horse Nail Co., Toronto, have presented the trade with an attractive calendar, which is quite catchy. The scene shows a busy blacksmith shop with a young dandy in trouble as the result of sitting on a cooling shoe. In the foreground a number of cases of the Capewell horse nails may be seen. The calendar is attractive, as well as amusing, and should prove a good advertisement to the firm.

McClary's Jubilee Greeting.

The McClary Mfg. Co., London, have recently presented their patrons and friends with a card bearing on the face a half-tone of John McClary, president of the firm, and on the inside a message of New Year greetings. This is the jubilee Xmas of the McClary Mfg. Co.

"Good Cheer" Greetings.

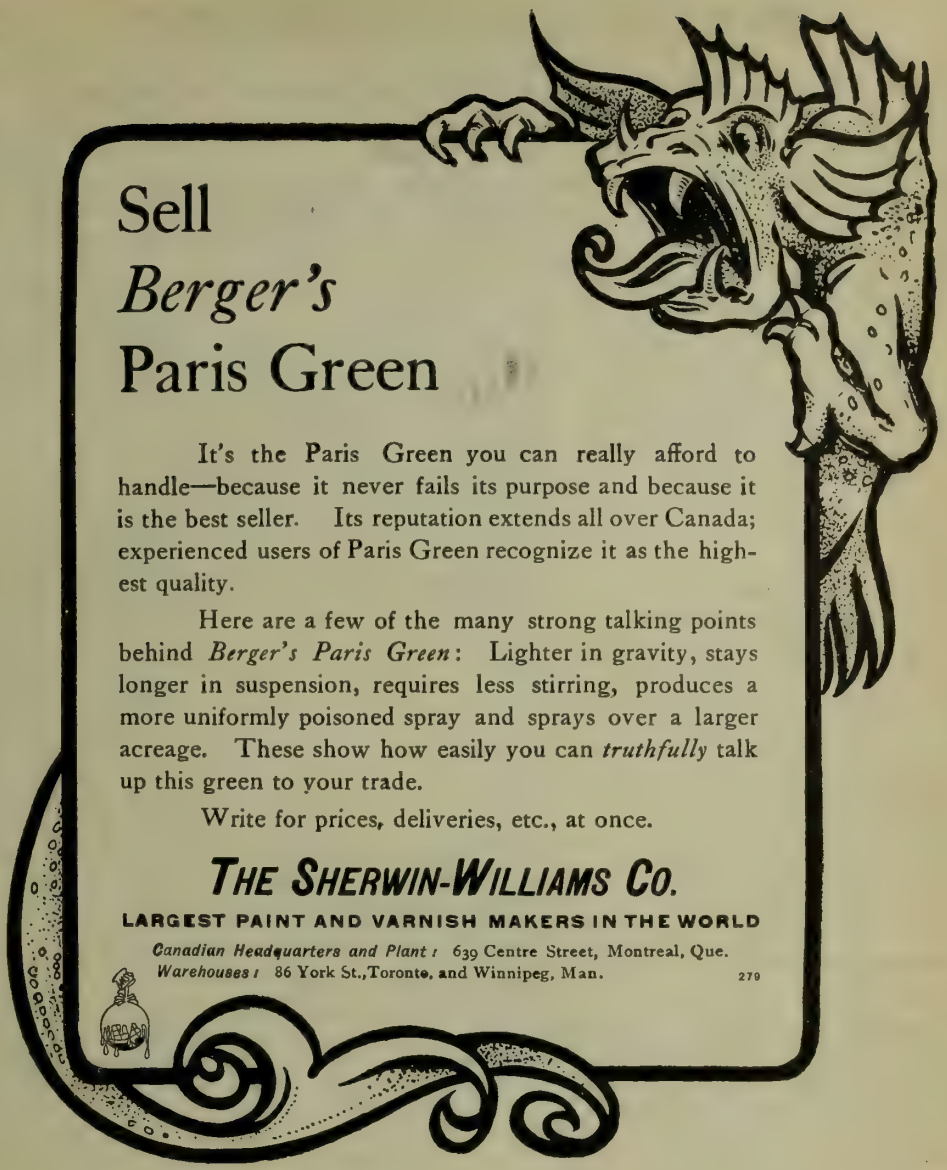
The James Stewart Mfg. Co., Woodstock, manufacturers of "Good Cheer" stoves and furnaces, have taken a novel method for wishing their patrons "A Happy New Year." A page of "Good Cheer," fastened to a book-shaped piece of cardboard by a piece of binder twine, has been brought into commission and is a novel as well as catchy method that should meet with the approval of all customers who receive a copy.

The Russell Auto.

The Canada Cycle & Motor Co., Toronto Junction, have published an attractive booklet of Advance Information about the "Russell" automobile. The book describes fully the important mechanism of the modern auto, and will be sent to any address by mentioning

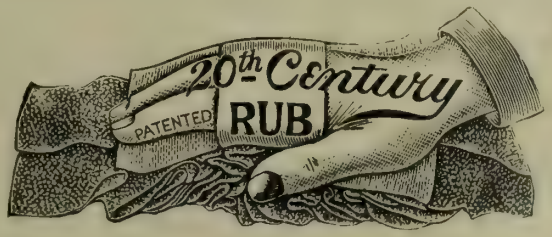
Novel Match Box.

The Forsyth Manufacturing Co., Buffalo, N.Y., manufacturers of hardware specialties, remembered their customers with a novel nickel-plated match safe. Accompanying the useful gift were the firm's best wishes for a "Safe" and successful 1908 business. Readers who are not yet in touch with this firm's goods should send for one of the souvenirs, giving the firm's name and mentioning this paper.



CHAMOIS BRUSH.

The 20th Century Manufacturing Company, New York, is placing on the market the 20th Century chamois rub shown herewith. The value of the chamois for polishing and cleaning is generally recognized, but its use is subject to limitations because of the high price of the complete skins. It is put up in such shape that it will do fully as good work as the skins at only a small fraction of their cost. It is made of "trimmings," which are good-sized pieces of chamois, which would otherwise be available for watch pockets, knife cases, etc.—no hard, useless "scraps" being used. Twentieth Century "rubs" contain as much or more chamois as in a large skin and every piece is warranted the finest French oil tanned, sewed firmly on a back of canvas 6x5 inches, having a band, under which to place the hand, making it more convenient to use than the whole chamois skin—its flexibility conforming to the contour of the hand and of the article being rubbed. These goods are warranted against becoming hard or cracking through being wet, and are consequently useful for washing purposes. They will be on sale by dealers generally within a short time, and can now be obtained in whatever quantity desired by addressing the company. Circulars will be sent free upon request.



Know all about your line of stoves before you try to sell them. The manufacturer may have added some improvements which it is of vital importance for you to know.

Evolution of House Ventilation

E. D. Sidman, in Building Management.

The question of the proper amount of pure air, or ventilation for the human being is as old as human life itself, but up to within a few generations, the manner of living and the methods of building construction were such that artificial or rather mechanical ventilation was not necessary, except in a few instances, in which unknowingly our forebears provided as good a system of natural ventilation as could be devised, as many of the old buildings in London, Rome and other old cities will testify.

The question of pure air is practically the question of life itself, as no other single thing connected with our lives has so much bearing on the health, general welfare and longevity of the human race as this subject.

In the far ancient times when people lived almost entirely in the open air, sleeping in caves, scanty shelters of brush or in the open, doing their cooking over the open "camp fire," and depending on it for what heat that was necessary to sustain life, the people lived to a fabulous old age, notwithstanding the dangers and lack of care these primitive people had to contend with, and neither ancient history nor modern research shows any trace of their ever having any lung or throat trouble among them.

Next came the construction of buildings, mostly stone or adobe, loosely thrown together, guiltless of close fitting doors or windows, and either depending for cooking on the fire outside, or one made in the centre of the room with a hole through the roof to carry off the smoke for cooking, but the people still practically living in the pure open air.

Then some old "Wiseacre" conceived the idea of building a flue or chimney to carry off the smoke, and make the cooking and heating more convenient, and the open fire place was born, and the first and one of the best means of ventilation was erected, and while this old open fire place is not an ideal heating apparatus, for cheerfulness and as a ventilator to carry off foul air it has never been excelled.

Water Boiling Over Fire.

There was still another factor in the lives of these ancients that aided their general health and long lives, that is closely allied to heat and ventilation, namely, humidity, living in the open or at the best in loosely constructed buildings, they had at all times nearly the relative humidity that nature intended for them, and in the cold months when shut up at times as tightly as was possible in their poorly built houses, you would find pots of water simmering over the fire, and furnishing the extra humidity that was needed.

The question often arises as to who taught these people the need of humidity? Their system of ventilation was involuntary, and the benefits of it unknown to them, but to have a kettle of boiling water in a closed room was an acquired act, and one that has lasted among some people till this day, and for some kinds of heat is as good a means as could be devised to get humidity.

But we have only to go back a few years to see how the simple life in the open air prolongs life. A peep into the history of our own pioneers, shows that despite the awful privations and scanty fare that they were constantly subjected to, that these brave, pushing men lived to a ripe old age, and kept their faculties to the end.

Introduction of Stoves.

The next event in the evolution of heat, to the almost complete elimination of ventilation, was the stove, which is relatively speaking quite modern, a curious fact being that steam heat was used long before them, and on the stove gaining prominence receded until a few years ago.

The first American stoves were an oblong box, made of cast iron held together with bolts, long enough to take 3 or 4 foot wood (then the almost universal fuel) about 2 feet wide and high, mounted on four legs, with a door in front, sliding cover to an ash pan hearth, a small opening in the top at the rear for smoke pipe, and usually witha griddle hole in the middle of the top.

At this time it seems ludicrous to us that anything so simple as this old box stove should make such a furore and cause so much discussion as it did at the time it was invented, yet it is a fact that some people would never use them, claiming that if they were not possessed of the devil they were at least too unsafe to harbor. A verse from an old song published in the 50's entitled, "Twenty Years Ago," shows this feeling.

"Well do I remember that Wilson patent stove
That father bought and paid'ed for in cloth our gals had wove
And how the neighbors wonder'd when we got the thing to go
And swore 'twould bu'st and kill us all some Twenty Years Ago."

Poor Ventilation Causes Disease.

But the stove was there to stay, although at this period they were mostly used for heating only, the cooking and baking being generally done in the fire place or dutch oven, but when used you would generally find a kettle of water simmering away on the back of the stove. To see that this old box or the round sheet iron stove is still in evidence, it is only necessary to enter most any farm house in New York or the New England States where they still have wood to burn.

The stove filled a long-felt want, was modified and improved rapidly, and at the present time is heating a large percentage of our homes, and outside of the fire place, the writer knows no more cheerful sight than a glowing anthracite base burner on a cold and stormy night.

While the stove was and is useful, we might say necessary as a source of heat, it has had more to do with the spread of and development of tuberculosis than any one agency, from the fact that it was stoves that taught the people the desire for overheated rooms, both day and night with all its unhealthiness, and from the fact that 99 per cent. of the homes and buildings heated by stoves have no provision for ventilation whatever, except the doors and windows, and when they are opened, which is seldom together, they create such a draught as to do more harm than good, and the people hug the stove and breathe over and over an air almost devoid of humidity, and laden with carbon dioxide.

GERMAN TARIFF MATTERS.

A letter from Berlin to the New York Herald says reports from Washington published in several German trade papers to the effect that the modus vivendi with Germany would not be renewed after its expiration in the spring are being much discussed here. At the Boerse it was stated that a prominent diplomatist of the Foreign Department had expressed the view that Congress would not act on the demands of certain members who have repeatedy shown their unfriendy spirit toward Germany and who were now in favor of a new tariff providing an increase of from twenty to thirty per cent. on German imports.

I am informed that the views of the diplomatist are not shared by many manufacturers, who openly express fear that sooner or later a new tariff regulation not so favorable to Germany exporters will be adopted.

That American merchants and manufacturers who import German goods to the amount of many million dollars, entertain this fear of a new tariff regulation in the near future is shown by the fact that large conditional orders have been forwarded by them, despite the financial crisis in the United States. These men are paving the way for an immense movement of foreign products to American ports, to begin as the first signs of unfavorable action by Congress appear at Washington, when America would suddenly be flooded with German and Austrian goods which importers will bring into the country before the higher tariff goes into effect, as was done in 1893.

Therefore any action by Congress pointing to tariff revision would temporarily benefit German industries and relieve the general depression here, while it would again disturb the financial situation in the United States.

Members of the Boerse think that changes in tariff legislation should only be adopted in times of prosperity and that the present Congress should, therefore, postpone all action until normal conditions again prevail here and abroad.

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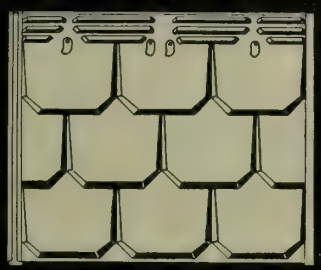
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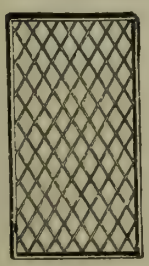
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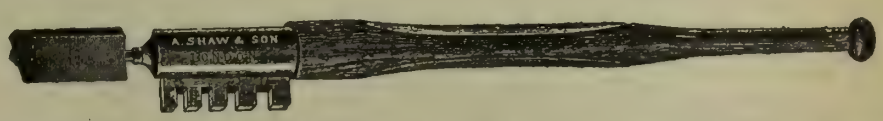
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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial Gossip.

Saskatoon expects to have the western headquarters of the Imperial Oil Co.

The Sawyer-Massey Co., Saskatoon, will erect an office and warehouse at a cost of $30,000.

The new iron blast furnace site for the smelting of the ore gathered in the Maritime Provinces will be at Bathurst N.B.

The Guelph Axle Works, Guelph, has closed down for a few days, to admit of the joining of a new brick chimney to the boilers.

The Wilson, Leslie Co., a recently formed company with a capital of $100,000, has obtained a charter for the purpose of building and operating elevators.

The Warner-Gibson Co. will start a new factory in Welland. The company expects to have its machinery installed soon and will manufacture agricultural implements.

Vancouver may have a tin plate industry in the near future. R. Jenkins, Morrisburg, has been negotiating with the council of Vancouver, and a $150,000 plant may be built in the spring.

Excavation for the new buildings for the Great Lakes Dredging Company, Fort William, has been started. The shops will be very large and will be fitted with the most up-to-date machinery.

The Champion Rivet Co., Cleveland, will locate a Canadian factory. It is probable that the new industry will go to either Windsor or Port Hope. It is expected the company will employ about 500 men.

Several mica mines in the Ottawa Valley have been forced to close, owing to the recent failure of American houses who purchased their product. In some cases stocks are being cleared off by auction.

The Frontenac Gas Company has started furnishing Quebec City with gas. The company is offering their product at $1 and have a service gang which they will keep for the accommodation of patrons during the winter.

A report from Sherbrooke, Que., has it that a number of valuable asbestos claims have been secured in that locality. Americans are interested in the development of the principal claims, which sold as high as $50,000.

The Canadian McVicker Gas Engine Co., Galt, an industry established in Galt over two years ago, and which was largely backed by F. Erichson Brown, barrister, Toronto, has gone into liquidation.

The Brass and Steel Goods Company, Belleville, have started operations in that city. The company has a fine brick building which at present is two storeys high, but which will likely be built up in the near future. The company has a capital of $150,000.

Bradstreet's review of Canadian trade for the year concludes with this cheerful passage: Although general trade at the close of the year inclined to be quiet, the outlook is, on the whole, cheerful. Money is rapidly working easier, vast sums are being spent on railway construction, and the roads are already in the market for large supplies of rolling stock. As has been said, 1907 has shown continued national growth although there was some reaction toward its close. Some such reaction was necessary after a long period of great prosperity and growth, and Canada will go ahead all the more rapidly after the breathing space afforded by a short period of retrenchment.

Building Notes.

J. S. A. Whealey, Toronto, will erect a stable and storage shed.

R. Stevens, Toronto, will build a house at a cost of $3,000.

J. Russell, Toronto, will build three brick residences to cost $12,000.

James Sargent, Toronto, will build two brick residences next spring.

T. A. Allan, Vancouver, will build a frame store at a cost of $2,000.

R. H. Pavell, Toronto, will build eight residences, at a cost of $5,000.

The Bank of Commerce recently completed a new $257,000 bank at Medicine Hat.

M. A. Barnett, Vancouver, will erect a tenement house in the spring, to cost $38,000.

Paris, Ont., is advertising for tenders for the erection of a new public school at that place.

Building permits issued in Montreal during 1907 reached a total of $8,403,129, a decrease of $236,000 on the figures of 1906.

H. Van Pagrell, Vancouver, will erect a business block in that city at a cost of $120,000. The building will be fitted as stores and apartments.

The Imperial Bank is contemplating alterations in their branch at Yonge and Queen Streets, Toronto. The cost will be in the neighborhood of $3,000.

The plans for Saskatchewan's new parliament buildings, at Regina have been approved of and tenders will likely be advertised soon. The buildings will cost in the neighborhood of $1,250,000.

Companies Incorporated.

Warner Gibson, Limited, has been incorporated with headquarters at Welland, to manufacture agricultural implements and vehicles. The company is capitalized at $40,000, and the provisional directors are: Charles Warner, T. T. Gibson, H. C. Plumley, Buffalo; C. H. Biddlecombe and Lydia A. Biddlecombe, Olean, N.Y.

NEW HORSE TIE.

Horse owners are often compelled to tie their horses rather close in the stall for fear of accident resulting by the animal's becoming entangled in a halter strap which is too long. A weighted hitching strap is now to be had, with which the animal may have a good deal of liberty without any danger of this trouble. It consists of a piece of pipe with means of securing it to the woodwork of the stall, and a roller at the top, over which the strap passes. A long weight slides up and down inside the pipe, and the end of the hitching strap is secured to it. The weight takes up all slack and the length of rope which it takes care of is sufficient to allow the animal considerably more freedom than if tied in the ordinary manner.

RECENT INVENTIONS.

W. F. Lorentzen, Havana, Cuba, has invented an apparatus for cooking by steam articles such as sugar cane seeds and other products. The object of the invention is to provide an extra large heating surface which increases the heat to a much greater degree, with an economical use of steam, than is possible with the usual steam heater.

J. D. Schmidt, New York, has invented a clothes line bracket which in operation is fitted to a window and its object is to hang out clothes without the operator's leaning out of the window, thus the danger of an accident from falling out is minimized.

MAKING MONEY SPROUT.

"High finance is not confined entirely to Wall Street," says John E. Wilkie, in the Saturday Evening Post. "I saw an example of it the other day that made me dizzy.

"One of the clerks in the treasury wanted to go to the ball game. He had but 25 cents, his exact admission, and nothing for carfare.

He announced he would raffle his 25 cents for 2 cents a share. Eighteen clerks took chances. One won the quarter for 2 cents, but the thrifty promoter had 25 cents for his ticket, 10 cents for carfare, and 1 cent over for an afternoon paper."

LETTING OFF STEAM.

Some officer had disobeyed or failed to comprehend an order.

"I believe I'll sit down," said Secretary Stanton, "and give that man a piece of my mind."

"Do so," said Lincoln; "write him now while you have it on your mind. Make it sharp. Cut him all up."

Stanton did not need a second invitation. It was a bone-crusher that he read to the president.

"That's right," said Lincoln, "that's a good one."

"Who can I send it by?" mused the secretary.

"Send it!" replied Lincoln; "send it! Why, don't send it at all. Tear it up. You have freed your mind on the subject and that is all that is necessary. Tear it up. You never want to send such letters. I never do."

"Dominion Crown"

Polished Sheets
Polished Canadas.

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO.
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Prompt Shipment

The ONTARIO TACK CO.
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Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

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New Cold Process Horse Nails

are made from an exceedingly high grade of material, and can be depended upon to be uniform in quality.

The pattern is the most perfect yet offered to farriers.

Lightness and strength combined are features which tend to make our Horse Nails the most desirable of any in use.

If you have not already had samples, write us for them at once.

THE MONTREAL ROLLING MILLS CO.

QUALITIES OF LIVE SALESMANSHIP

By L. A. Sears

I desire to say only a few words to our traveling salesmen. I cannot give all of you cards and spades on selling goods; I think some of you boys have already acquired a tact in approaching customers that is as successful as anything I can tell you. That capacity comes from the exercise of simple horse sense and sincere, honest dealing. If you go to people naturally, without any frills and state your business, they will take you as you are. There is just as much knowledge of human nature on the other side as on this side. Do not lose sight of that; do not think that you alone are a judge of human nature. The other fellow knows human nature just as well as you do. Be honest and frank with him. Be direct in telling your story and tell it in as few words as you can. If you do not suit him this time, maybe you will the next time. He will size you up. The fly is about as wise as the spider.

I desire to address myself principally to-day to some thought that I trust may be of interest to our managers as well as to our salesmen. In my study of this business I find that the manufacturing department can be divided into about three lines of effort. I know from what I have absorbed from the founding and history of this company that these goods we manufacture are calculated to be the best we can possibly produce. I consider that the very maximum of our ambition is the best. Of course, it is necessary to have quantity, it is necessary to have volume of business. Volume of business is as necessary after you have secured the quantity, as the quality. We cannot maintain the salary of our forces, we cannot maintain the expenses of this business, unless the volume of business is maintained and gradually increased, because expenses are hard to hold down. We cannot hold them down. These boys, as they go along in their efforts in life, must be advanced in position and salary, not only to show our appreciation, but also to put them on a footing where they will be satisfied. So it is impossible to run the business on a fixed expense. The expenses will grow, and the business must grow accordingly.

Three Propositions.

So, I take it, that first we must make the best goods we can produce.

Second, we must increase the quantity.

Third, we must make them cheap enough and sell them cheap enough to be in the battle along the firing line.

These are the three propositions. The manufacturing department must know they are in line, know they are producing good stuff and at the minimum expense.

The selling department of this business must know enough about conditions outside to be satisfied that we are getting all the conditions will warrant and selling the product in a reasonable volume, as compared with our capacity of producing. All of these things are collective and correlative; they must be hinged together, and we must be consistent in our efforts at both ends of the line.

The Best or Nothing.

The best is none too good. The best effort is none too good. If this business is not worth your best effort, it is not worth any effort. If it is not worth your highest degree of concentration, your highest brain capacity, your highest physical capacity when necessity requires, it is not worth anything. It is a failure to begin with; it is a failure before you start. If it is not worth your application to the last point of your ability to stand the effort, it is not worth anything. That is the measure of success. If you fail after giving it your unqualified effort, mental and physical, it is an honorable failure.

It has been said (and I think truthfully said) that "good enough is an enemy of the best." We should have that as our motto on the wall; we should stick that sign up in the same way as the "Don't spit on the floor" sign. "Good enough is an enemy of the best." When you think this over it expresses a whole lot of truth. Therefore, we never want to say, "This is good enough."

A business proposition stands on three legs, like a stool—Labor, Capital and Management. Labor it is not necessary to qualify. It does not begin and end with the man who cleans the utensils in the factory; it does not begin and end with the man in the office, who tries to look after things. It is the entire working force from beginning to end, nental and physical.

Capital is not necessarily the money in the bank, the resources of the business, or, what we consider as money, the implements in the factory and its equipment. Capital is the goodwill you produce; Capital is the amount of honesty and sincerity of effort you put into the business. You may not realize it, but honest, sincere effort is one of the groundworks of Capital. It is Capital, I want to tell you, and if you do not realize it you have a small idea of what your investments are and what your success will be. Every one of you boys not interested in this firm financially, but employed on a salary, with every day of honest effort, I want to assure you, you have made an investment in its Capital that will sooner or later be repaid. Every day and every week which you put into this concern in indifferent work is that much Capital wasted.

Management and Duty.

Management is not entirely confined to the people who sit in the office, to the people who assume to be head of the business because they are president or manager. They do not comprise the whole thing. They are apparently in control, and they may decide a question that someone has to decide; but the management is the whole working force, clear down the line to the man sweeping in the back alley. That is Management. Employes, from the people throwing off the goods into the receiving building up to the point where the goods are distributed to the consumers and getting the money back with which to pay your debts—all have something to do with the Management. If we do not have the co-operation, the assistance and loyalty of every single man along that line of effort, no Management is good enough, no head big enough to make the business successful. So I want you boys to feel that you are a big part of the Management of this business, and any suggestion, any idea, or any point which you may think of value, it is your duty to come to the recognized manager of this concern and advise him of it and give your reason for it. If you find a frail brother, who by lack of attention is injuring this business, it is your duty to tell the manager of this business. That is what I feel is your duty. There is but one road to success, and that is by constant vigilance and concentrated effort.

This ambition, which I have touched on before, is not entirely fixed on the money value of this business. We have always hoped to build up a business and make it a heritage to somebody who will be worthy of it. The young men and the old men connected with the business, whether they have acquired any stock or whether they are only working on a salary, should have it in their minds that it is their business and their heritage to some extent. They want to learn to say We. When you go to your customers, say We; do not say "my firm;" say We. I said we when working on $8 a week. I always said it. I would not work for any firm unless they would let me say We. I would not do it. I want to say We and feel as though "We are it." Make the business good and command the respect and attention due you. That kind of a spirit will make you We. If you keep at it, in honest and sincere work, we will make you a part of the business, if you want to be a part, and if you have not this ambition to become We in this business it is time you were going into the clergy or into some other business where you do not have to become a partner or member of a corporation in order to make a living.

ICE MELTING GUESSING CONTEST

A hardware store of Birmingham, Alta., advertised their refrigerators by means of a guessing contest. One of the refrigerators was put in a show window and in it was placed a 100-pound cake of ice. A valuable prize was offered to the person who should guess closest to the exact number of hours and minutes that would elapse before the ice was completely melted. Much interest was taken in the contest and more than 2,000 persons registered guesses. One hundred and five hours and eighteen minutes were required to melt the ice.

IS YOUR INVESTMENT PAYING?

Give much thought to your investment. Consider how much the money invested would earn if you had it in real estate mortgages. Then figure the additional return your investment ought to bring from merchandising with the additional risk over the real estate mortgage. At this time when merchandise is scarce it is too easy to increase the investment. Caution in buying is more necessary right now than at any other time because it is so necessary to buy a long distance ahead on staple lines. The only thing that can be done is to watch the investment carefully and cut the corners wherever possible.

Paint and Oil Markets

MONTREAL.

Montreal, Jan. 3.—Taking everything into consideration, 1907 was a prosperous year for the paint and oil trades. Business, if not of a record character, was well up to the average. As a matter of fact, it looked in April as if a bumper year was in prospect. An unusual burst of trade occurred then, and a state of congestion existed in the warehouses. But more normal conditions ensued in the following months, and the promise of April was not fulfilled. During June there was much complaint as to railway transportation. The difficulty was not so much in getting the raw material as in reshipping the finished products. This handicapping in the height of the season was exceedingly hard on the manufacturers, while to the dealers in many cases it caused actual loss. The railway authorities must make an effort this year to deal more promptly with the rush. The interests of the country demands that no line of industry in 1908, embarked as we are on an effort to retrieve the depression of last year, must be unnecessarily hampered or restricted.

The three great staple lines, ground white lead, turpentine, and linseed oil, have undergone various changes during the year, but only the last named left off with a margin to the good over the commencing price of the year. The decline in the pig lead market naturally had a bad effect on ground white lead, and this article finished up 50c below the January price. Turpentine was exceedingly bullish in the earlier months of the year, owing to the southern corner, and reached the high mark of $1, but in April the price broke, and since then the market steadily declined, finishing over 25c on the wrong side. Linseed oil went through various fluctuations from 55c to 69c, and eventually finished off 4c to the good.

Linseed Oil—Starting at 55c, this product remained steady until March, when an advance of 5c was made, owing to a duty of 10c per bushel being placed on flaxseed. By fluctuating movements the price reached high water mark for the year in June, with 69c, but dropped away again until November, with a slight rally in October. In November, seed dropped in price, the oil was marked down 62c, and gradually declined until at the close of the year it was 59c.

Turpentine—In the earlier months of the year, turpentine was very bullish, owing, as we said, to the corner in the South, and the price rose from 96c to $1, but abundant supplies came through in April, and from that time the price steadily but slowly dropped until it has now reached the 70c stage.

Ground White Lead—Ground white lead, but for the fluctuations in the pig lead market towards the end of the year, would have been the most consistent of the three in maintaining the price level. Starting at $7.25 for Government standard, there was a slight strengthening movement in July and again in October, but the fall in the pig lead market adversely affected prices, which, at the end of the year, were down to $6.75.

Red Lead—This line has well maintained its strength all through, and despite Old Country quotations, remained firm at the end of the year at $6. This was the starting price in January. There was a slight advance in July, but apart from that the market has been devoid of excitement.

Putty—This article has been in great demand, and prices have ben well maintained. The opening figure of $1.75 has been very little departed from, and this price still obtains. There was a stronger tone in July, but this was not maintained.

Dry White Zinc, White Zinc Ground in Oil, and Varnishes, have suffered very little change. Both the zinc lines have maintained the opening prices, in the one case 7½c and in the other 8½c, with astonishing firmness. Shellac has not fluctuated much, and varnishes have well maintained their strength in consequence.

TORONTO.

Toronto, Jan. 3.—The last week of the year is also the dullest with the paint jobbers. The demand is dead for the present, with little or no orders of any kind coming in. For the last month the market has been quiet, but prices in all important factors have been firm. With the advent of the New Year the outlook for business is considered bright though some firms do not expect to put their travelers on the road until the end of the month, the majority will start out at once. As the travelers have all been in for the past two weeks, sorting orders for part barrel lots have alone been received by the local firms. Stock-taking is about over with now, and the jobbers in this district are well satisfied with the business of the year. No changes have livened the market during the past week.

Linseed Oil—The market is firm and the demand slow, though a number of orders of some magnitude have been received during the past few days. We quote: Raw, 1 to 3 barrels, 60c; 4 barrels and over, 59c. Add 3c to this price for boiled oil f.o.b. Toronto, Hamilton, London, Guelph and Montreal, 30 days.

White Lead—There has been no further drop in the price of white lead since December 20. The demand is slack at present, but will undoubtedly pick up in the near future. Some small orders of the sorting variety alone are arriving. Quotations remain unchanged: Pure white lead, $6.75 to $6.90; No. 1, $6.50 to $6.75.

Red Lead—Red lead remains unchanged in price. The demand is slack at present and dealers are only buying for immediate requirements. Genuine in 500 pound casks is quoted at $6; ditto, in 100-pound kegs, is $6.50.

Turpentine—Like linseed oil and white lead, the turpentine market is dead and uninteresting at present. The price remains unchanged and will likely remain at 70c until the new crop is marketed.

FOR TOWN . . . . . AND COUNTRY TRADE . . . . . THERE ARE NO SPECIALTIES AS POPULAR AS THOSE MANUFACTURED BY THE CANADA PAINT COMPANY, LIMITED.



"FAMILIAR," TO EVERY ONE, AS "HOUSEHOLD WORDS," THE CANADA PAINT COMPANY, LIMITED

The prices quoted are: Single barrels, 70c; 2 barrels and up, 69c, f.o.b. point of shipment, net 30 days. Less than barrels, 5c advance on these prices. Varnish turpentine is still quoted at 64c to 65c.

Petroleum—An average demand at present exists, but the market is quiet and uninteresting. Quotations are unchanged. Prime white, 13c; water white 15c, Pratt's astral 15c.

Glass and Putty—The demand is dull, though some glass is moving. There is no change in quotations.

A Paint Catechism

By G. B. Heckel.

43. What are the Carbon Blacks? The carbon blacks are practically pure carbon. They comprise lamp black, a specially prepared soot from oil lamps; gas blacks (commonly known as "carbon blacks") from natural gas; and graphite, a natural product, now also produced artificially.

Bone-black, ivory black (a fine bone-black), drop black, vine black, etc., also come in this category. These, being produced by carbonizing animal and vegetable substances, contain proportions of inert mineral salts and are accordingly modified in tone.

44. What are the characteristics of the Carbon Blacks? With the exception of those named in the last paragraph, they are practically pure carbons. They are, therefore, absolutely inert. Lamp blacks and gas blacks are amorphous, the particles are extremely fine and their specific gravity low; consequently they require a surprising preponderance of liquid to fit them for use. Their covering capacity in proportion to weight is enormous and their durability is a striking example of the durability of inert pigments in general when used in painting. Their tinting power is great. They are seldom used alone as pure color, it being deemed technically advisable to grind with them such a proportion of colorless inert pigment as will measurably increase the thickness of the paint film without perceptibly impairing its opacity.

Lamp black lettering on old signs has been frequently known to stand out in relief after the wood surrounding it has been deeply worn away by the elements.

Graphite, among the carbon pigments, stands apart, its unctuous quality, familiar in stove polish and lead pencils, distinguishing it. It comes in two forms—flake and amorphous. It is as durable as the other carbons and like them, is frequently ground with silica or other colorless, inert pigments. Its chief use is in protective paints for metal surfaces.

The remaining carbon blacks are used principally as tinting colors only.

45. What are the Drying Oils? Linseed oil, poppy seed oil, nut oil, China wood oil and sun-flower seed oil. The first-named is very extensively used, the second two in artists' colors and some special paints where extreme whiteness is essential, the fourth is coming into favor for certain lines of paint and varnish. The last-named has been used in this country experimentally only.

To these should be added certain semi-drying oils, such as corn oil and cotton-seed oil.

46. What are the Characteristics of a Drying Oil? Drying oils have the peculiar property of absorbing oxygen and forming a tough elastic substance. They harden (with the exception of China wood oil, which seems to "set" simultaneously throughout, like cement) from the surface inward. Certain metallic oxides and salts when incorporated with these oils by heat or otherwise, by acting apparently as carriers of oxygen, hasten the drying process. On exposure the hardening progresses slowly until the material finally crumbles and disintegrates. The added metallic salts, etc., are known as "driers," the oil in which such driers have been incorporated as "drying oils" and if incorporated by heat, as "boiled oils." A strongly concentrated drying oil thinned with a volatile oil (turpentine, benzine, etc.) is also known as "drier." and sometimes, especially if a gum or resin be added to it, as a "Japan drier."

ANTIMONY PAINTS.

A use of antimony which shows at present some degree of growth is its use as a pigment. It is now used in France, Germany, and Italy, and its use is stated by current trade papers to be encouraged by the Governments of France and Germany. The oxide makes a white and the sulphide a red paint. It is claimed that it is not poisonous, as is lead when used in paints, and to be more permanent and sunproof than zinc paint. The largest dealers in antimony in the United States, however, after investigation of the use of antimony pigments, did not find it desirable to enter into this branch of the business, and such pigments remain practically unknown upon the American market, with the exception of the chromate which, under the name of "Naples yellow" is used as a fine artist's color. Naples yellow and some of the oxides are used as ceramic colors.

DRIERS FOR FLATTING VARNISH.

Flatting varnishes are made from the hardest copals only, those belonging to the dammar group being quite unsuitable, and the driers employed consist of manganese resinate and borate, calcium borate, zinc sulphate, lead acetate and litharge. These may be incorporated with the varnish in four different ways. (1) The use of driers in the form of resin preparations, which often contain only about 10 per cent. of active metallic resinates, is inadvisable since in order to dry anything like quickly the varnish must contain 15-25 per cent. of pine resin (calculated on total copal content). The method is, however, very simple, the resin preparations being simply poured into the hot solution of copal in linseed oil, and followed by the

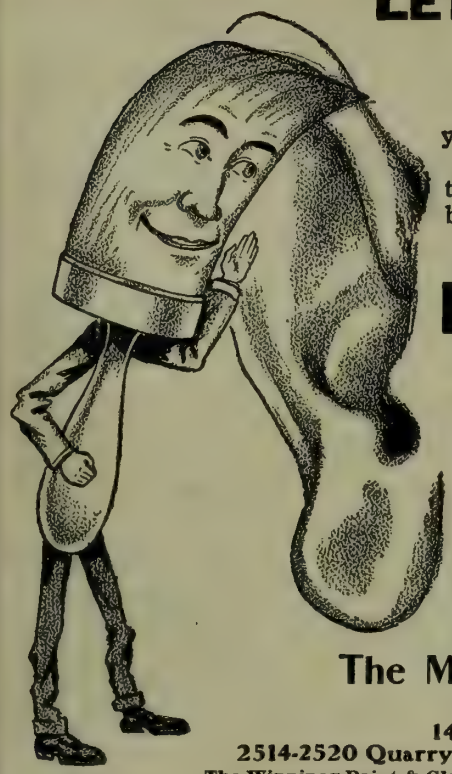
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for

1908

BRANDRAM-HENDERSON, LIMITED

wish their friends and customers A Happy and Prosperous New Year, 1908



LET US GET YOUR EAR A MINUTE, MR. PAINT DEALER

We have a suggestion to offer that has paid others well, and will pay you well if you'll act upon it.

Martin-Senour Paint makes money for dealers, because as soon as they start handling it the powerful advertising organization behind it begins working for their interests.

Now, why not get in line for more trade and more money by handling

MARTIN-SENOUR PAINT
100 Percent Pure

We don't stock up dealers and then leave them to unload as best they can. Our policy is to give every possible assistance in moving the goods. Do we succeed? Just ask any of the dealers. If you would like to know how it's done, and our plan for hustling the goods off of your shelves and making your store the headquarters of the first-class paint trade in your locality, sit down right away and write for our special agent's proposition. It will cost you only a penny, and may bring you many dollars. Write today.



The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint
that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

addition of oil of turpentine. These resinous varnishes also clarify more quickly than pure copal varnish, the filtered varnish being ready for use in about 8-14 days after making. The great drawbacks of the method are, for either the varnish dries slowly, taking about 8 hours in summer and 12 in winter, and the flatted coating sweats and looks glossy, or else it dries quickly on the surface, leaving the under portion soft so that it rubs off in flatting. (2) The use of solid driers (litharge, manganese borate, etc.), is seldom resorted to since it gives a dark product, whereas very pale varnishes are demanded by consumers. (3) A better method is to employ liquid driers low in resin, or else anhydrous lead acetate in the solid form. The latter drier dissolves in the varnish at a temperature of 14-150 C., so that there is little risk of darkening the color, though an excess of acetate endangers the thorough drying of the varnish, since the formation of lead soap is independent of the action of atmospheric action and an excess of this soap robs the varnish of its flatting properties. When liquid driers are used, the varnish must be left for some time for the deposit to settle down, before filtering, the process of clarification taking 2-4 months. (4) The best method of all is to add the driers, in the solid form, after the varnish is made, and diluted with oil of turpentine. Of course in this case the influence of atmospheric oxygen must be called an aid. The finished varnish is placed in an open round bottomed iron trough, together with the solid driers (e.g., litharge and anhydrous zinc sulphate), and stirred up with a paddle (reaching to the bottom of the trough) to expose the mixture to the air. The varnish becomes viscous and must be thinned to standard. Clarification takes 3-4 months.—Farben Zeitung.

THE VALUE

of a paint is in the quality of finish and wearing results it gives.

IMPERIAL BARN PAINT

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best cheap paint offered to the trade. Wears on the job, not off.

See trade catalogue No. 10, page 30

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The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

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MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

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Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

NEW LEAD CORRODING PLANT.

The large new corroding plant and paint and dry color factory of Brandram-Henderson, Limited, situated at the town of St. Louis, Montreal, is now nearing completion, good progress having been made on the buildings this season.

The area of Brandram-Henderson's property is 153,000 square feet, with a track frontage of about 1,000 feet, directly on the main lines of the C.P.R. The site of these new works is about half a mile from the Mile End Station.

The main building, which is to contain the lead corroding plant and the paint and dry color factory, is 300 feet long by 150 feet wide, and is constructed of pressed brick with grey stone trimmings, the architectural design presenting a very handsome appearance. The floors are of reinforced concrete and the building generally, of solid brick and steel, being practically fireproof.

The power to operate these works consists of a 250 h.p. Robb engine, 2 boilers and a high-speed electric light engine of 75 h.p.; these are now in transit. The boilers are to be equipped with Jones underfeed stokers, which are already at the works. The power house is a substantially built structure, 40x80 feet, and besides the engine and boiler rooms, includes a well equipped machine shop. This building is ready for roofing.

The round smoke stack is completed. It is somewhat over a hundred feet high and is a conspicuous object for some distance. An artesian well to furnish water supply for the factory is now being drilled.

At the southern end of the property Brandram-Henderson are building six convenient flats for employes' occupation. These flats are approaching completion, and will be available about the first of January.

Although building operations have been delayed considerably in Montreal this season, owing to unfavorable weather and scarcity of labor, Brandram-Henderson, Limited, expect to have the plant in operation in plenty of time for the season of 1908.

TO BOOM ST. JOHN INDUSTRIES.

The Board of Trade of St. John, N.B. has recently issued a booklet calculated to develop an interest in the commercial and manufacturing possibilities of this bustling eastern city. Typographically, the book is beautiful and altogether it is the equal of anything of the kind we have seen. The illustrations, which are excellent, as well as profuse, show the city's harbor, wharves and shipping facilities, municipal buildings and the extensive manufacturing concerns already established.

Have you displayed a stove in your window this year? An effective display can be made with the accessories alone. Coal hods, pokers, stove pipes, dampers, polish, registers and collars may be tastily arranged and are in demand at this time.

The Right Paint at the Right Price is

NEW ERA PAINT

Although the price of New Era Paint is quite moderate and calculated to appeal to your customers, the quality is there all the same. It cannot be beaten for space covering and long life by any paint on the market.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Moore's Pure Linseed Oil Paint

is another step towards perfection in paint. It will build business for you, by pleasing your customers. It will help considerably in driving your business to success, because a satisfied customer will advertise you more effectively than all the Printer's ink made. You will gain a reputation for giving the public the best there is in paint, and such a reputation is worth money. Our Paint is this—

Low Priced **Reliable Quality** **Satisfactory Service**

Muresco

Never varies, and cannot disappoint. It will cover more surface, pound for pound, than any other Wall Finish made, and give results that are more than pleasing.

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There is no ***DULL SEASON***
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

Our Battery includes:

AMERICAN EXPORTER, English Edition
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WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

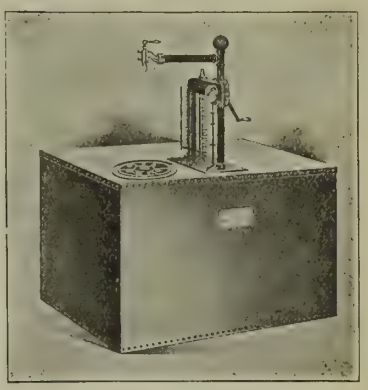
A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

MAKE MORE MONEY

Your oils can be made a source of greater profit if you stop the losses from leakage, evaporation and waste. These losses can be effectually stopped by storing the oils in

BOWSER SELF-MEASURING OIL TANKS



Cut 9.—First Floor Tank for Heavy Oils.

Bowser Tanks prevent gasolene from evaporating, linseed oil from sticking and gumming, and stop the leakage and seepage of all oils.

Putting your money in a Bowser means putting more of it in your own pocket.

Catalog V describes the Bowser Outfits for all oils. Write for it to-day, and start to make more money.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English For all — FALCON TRADE MARK — Varnish Purposes

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

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LONDON, England

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How to Mix Paints

BY C. GODFREY

¶ This book is a simple treatise prepared for the wants of the Practical Painter, showing him not only how to mix paints, but also HOW TO MATCH A GIVEN COLOR.

The contents include:—

Mixing and Straining Paints, Brushes, Tints and Shades, Displaying Colors, Color and Harmony.

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If YOU WANT THIS INFORMATION, please send

50 cents

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IN THE SPRINGTIME

lots of people will get busy at roof repairing. The wise hardwareman is there with the right goods just when they're wanted. Be wise. Stock up with

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing, "Genasco" Ready Roofing

Might as well sit down now and write for prices.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

January 3 1907

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

	Montreal	Toronto
Cookson's ..... per lb...	0 11	0 12
Hallett'	0 11	0 12

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 5-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 1 c.; hardware, No. 1, 15c.; No, 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.
Casting ingot.....	14 50
Cut lengths, round, bars, ½ to 2 in...	25 00
Plain sheets, 14 oz.....	25 00
Plain, 16 oz,, 14x48 and 14x60	25 00
Tinned copper sheet, base	27 00
Planished base.....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25 0 26

BLACK SHEETS.

10 gauge	2 70	2 70
12 gauge.....	2 70	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 05
All bright "	3 75	4 05

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
" "	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 95	3 80	3 85	....
22-24 ..	4 20	4 05	4 00	4 05
26.....	4 45	4 30	4 40	4 30
28.....	4 70	4 55	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10½ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron ..	20 50	21 00
Summerlee, " " ..	24 50	25 00
" soft " ..	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 00
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No 1 pig iron 23 25		23 00
" No. 2 " 22 75		22 50
Radnor, charcoal iron.....30 00		31 00
L wmoor iron.....		6 50
Angles		2 65
Common bar, per 100 lb.....	2 15	2 25
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅞ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel....	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel.....		0 12
Mining cast steel.....		0 08
Warranted cast steel....		0 14
Annealed cast steel....		0 15
High speed .... '	60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base..... 5 50	5 75
I X, 14 x 20 " 6 50	6 75
I XX 14 x 20 " 7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..... 4 65	5 00
I X, 14 x 20 " 5 40	5 75
I XX, 14 x 20 " 6 15	6 50

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25 4 35
20x28, double box	8 50 8 70

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	.... 7 50
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 25	4 35
Bar, "	4 35	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-1 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 03	0 02½
Scrap zinc	0 03	0 03
No. 1 scrap iron	12 00	10 00
" wrought "		5 50
Machinery cast scrap ...	15 00	15 00
Stove plate.....	12 00	13 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work. discount 50 per cent.
Fuller work, 65 p. c ; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent. ; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45 ; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves. 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 2 00
No. 4 " " ..... " 1 90
No 7 Fuller's .... " 2 25
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 35
Square head brass cocks, 45 ; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 10 p.c. off.
Lead waste, 10 p c. off.
Caulking lead, 5½c. per pound.
Traps and bends 50 .o 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch.....	2 58	¼ inch..... 3 41
⅜ "	2 58	⅜ " 3 41
½ "	2 90	½ " 3 75
¾ "	3 90	¾ " 5 00
1 "	5 80	1 " 7 25
1¼ "	7 65	1¼ " 10 80
1½ "	9 20	1½ " 11 90
2 "	12 25	2 " 15 80
2½ "	20 1	2½ " 26 00
3 "	26 40	3 " 33 35
3½ "	34 25	3½ " 42 75
4 "	42 85	4 " 48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5 ; nipples, 70 and 10 ; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c. ; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 45½	0 48
2-lb. or over ..... "	0 42½	0 46

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 21½
Wiping.....	0 21	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08
Lump olive.....	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 06
Chrome yellow "	....	0 15
Golden ochre "	....	0 12
French " "	....	0 08
Marine black "	....	0 04
Chrome green "	....	0 07
French permanent green "	....	0 13
Signwriters' black "	....	0 15

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

GLUE.

Domestic sheet	0 08	0 10
French medal	0 11	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb drums	0 25¾

PIGMENTS.

Orange mineral casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 00
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moor Co.'s "Ark" Red	1 95
Moore' pure linseed oil, H C	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
P. D Dods & Co's "Island City"	1 25
Sanderson Pearcy's pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 40 2 55
Fine orange	2 20 2 35
Medium orange, No. 1	2 00 2 15

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls.	0 17 0 21
Benzine, per gal single bls	0 17 0 17½
Turpentine, single barrels	0 70 0 70
Linseed Oil, " raw	0 59 0 61
" " boiled	0 62 0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	6 90
Elephant and Decorators' Pure	6 90
Monarch	7 25
Standard Decorator's	7 00
Essex Genuine	6 25
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D Dods "Island City" pure	7 25
Sanderson Pearcy's	7 00
Robertson's C.P. lead	7 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 85
No. 1, 100 lb. kegs, per cwt	6 35

WINDOW GLASS

Size United inches.	Star	Double Diamond
Under 26	$2 65	$3 70
26 to 40	2 75	3 80
41 to 50	3 10	4 10
51 to 60	3 25	4 70
61 to 70	3 40	4 75
71 to 80		5 50
81 to 85		6 00
86 to 90		7 10
91 to 95		8 25
96 to 100		9 80

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, "	0 07
No. 2, "	0 06½

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" " No. 1	0 90
" " union	0 80
Light oil finish	1 40
Gold size japan	1 80
Brown japan	0 95
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 80
No. 1 "	2 50
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 70
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams kopal varnish, gal.,	2 50
Canada Paint Co's gum varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac" coach	1 80
B H. Co's "Gold Medal." in cases	2 00
Jamieson's Copaline, per gal.	2 00

MISCELLANEOUS.

Stove pipe varnish ½ pints $3 per gross.
Beeswax per lb., 4 cent.
Pine tar half pint tins, 80 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gonge, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, not revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
"Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1 000.	
Blue metallic, 9"x4 "x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x ", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount p.c.	
Screw hook and hinge—	
under 12 in per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheese hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27 50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts 3 and 1 per cent.
Chicago Floor Hinges, 37½ and off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 5 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro 37½ and 10 per cent
Russell & Erwin steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount. 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES

All sizes, per lb.	0 07½ 0 0

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' pat. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe in ordinary qualities 7 and 10 per cent.; Nicholson 5 p.c.; Black Diamond 60 and 10 p.c.; Jowitt's, English list 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, except in carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10 0 20
Canadian sledge per lb.	0 07 0 08
Canadian ball peen, per lb.	0 22 0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian.....per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40; American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel. 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

aple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D. discount 35 per cent.
Berg's, bri k, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Low wheel 12, 14 and 16-inch	$2 30
9-inch wheel, 12-inch	2 85
" " 14 "	3 00
" " 16 "	3 12½
High wheel, 12 "	4 05
" " 14 "	4 50
" " 16 "	4 75

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40,10 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No 1 and smaller $4.15, No. 2 and larger, $3.90; "X L." new light steel, No. 1 and smaller, $4 75; No 2 and larger, $4; "X L" featherweight steel, No. 0 to 4, $5 50; Special counte sunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 55
3d.....	3 15	3 25
4 and 5d....	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d.....	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and dum rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 1½ per cent; cash di count. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal. 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — **MONTREAL.**

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 5c and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 37½ p.c.
Copper pitts, 20 per cent.

KITCHEN ENAMELED WARE.

White ware 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

	per doz.	
Porcelain lined	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste	6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 6, safety "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15. $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright	2 80	Galvanized	3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2 90 — No. 10, $3.45 — No. 11, $3 50—No. 12, $3.05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos 6 to 9 $2.35 f.o.b. Cleveland in car lots List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge 40c. extra; No. 15 gauge, 55c. extra; No 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls. $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅜. $5 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 70

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHBOARDS.

Cane's, per doz	1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1, $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross		7 80
" " "		9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Onampion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.		0 25	0 37
Hindostan "		0 06	0 10
" slip "		0 18	0 20
" Axe "			0 10
Deer Creek "			0 10
Deerlick "			0 25
" Axe "			0 15
Lily white "			0 42
Arkansas "			1 50
Water-of-Ayr "			0 10
Scythe per gross		3 50	5 00
Grind, 40 to 200 lb., per ton			20 00 22 00
" under 40 lb., "			24 00
" 200 lb. and over "			28 00

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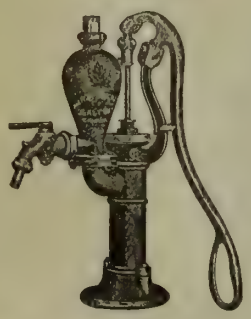
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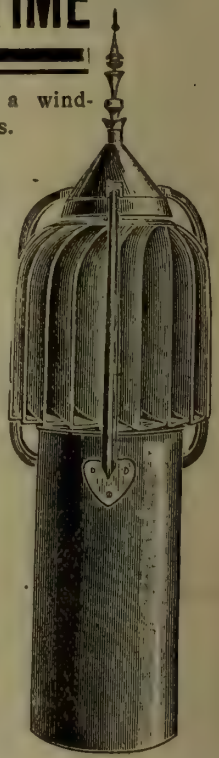
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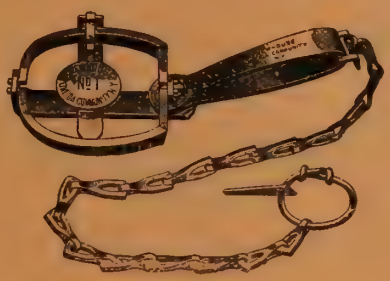
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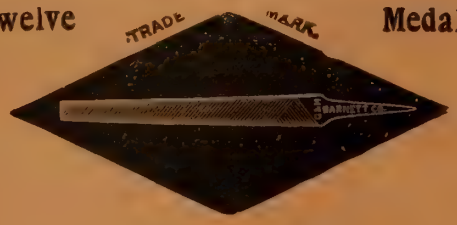


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REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

PLYERS VICES

For Sale by Leading Wholesale Houses.

"Redcliffe" and "Globe"

The best sheets for corrugating. Uniform in weight.

JOHN LYSAGHT, Limited, Makers, Bristol, Newport and Montreal

A. C. LESLIE & CO. Ltd, MONTREAL Managers, Canadian Branch.

Your Boiler Business

can be very materially increased by handling

"SOVEREIGN" BOILERS

They are the boilers which embody everything that's correct in a house-heating boiler. It is a fact vouched for by scores of pleased users—that more heat can be generated from less fuel in the "Sovereign" Boiler than in any other boiler in the field. The construction of the "Sovereign," showing in detail its points of perfection, is fully explained and illustrated in our free booklet ***"Simplified Heating."*** Send now for a copy.



TAYLOR-FORBES CO., Ltd.

Head Office and Works: GUELPH, ONT.

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MONTREAL—122 Craig Street West
QUEBEC, QUE.—The Mechanics Supply Company
WINNIPEG—The Vulcan Iron Works, Limited.
VANCOUVER, B.C.—Boyd, Burns & Company

Don't Wait for Something to Turn Up. Try a "WANT AD."



GEM FOOD CHOPPER

A modern household utensil that is needed in every kitchen. Carefully made, nicely tinned, self-cleaning, shelf-sharpening. It has steel cutters, and is made in four sizes.



No. 16	**capacity**	**1 lb.**	**per minute**
No. 20	"	**2 lbs.**	"
No. 22	"	**2½ lbs.**	"
No. 24	"	**3 lbs.**	"

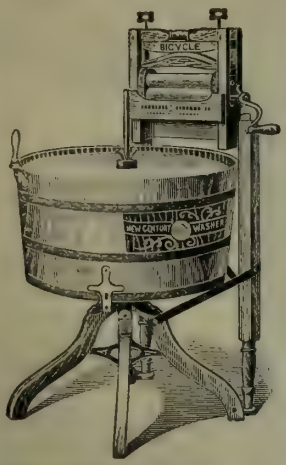
Gem Food Choppers chop all kinds of Raw or Cooked Meat, Fish, Clams, Oysters, Vegetables of all kinds, Fruit, Bread, Crackers or Cheese, and many other articles used in making substantial dishes and dainty desserts. It is more useful than a chopping bowl and a great deal handier. It may be easily clamped to the kitchen table and is ready for use whenever needed.

RICE LEWIS & SON

LIMITED

TORONTO.

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "B"

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

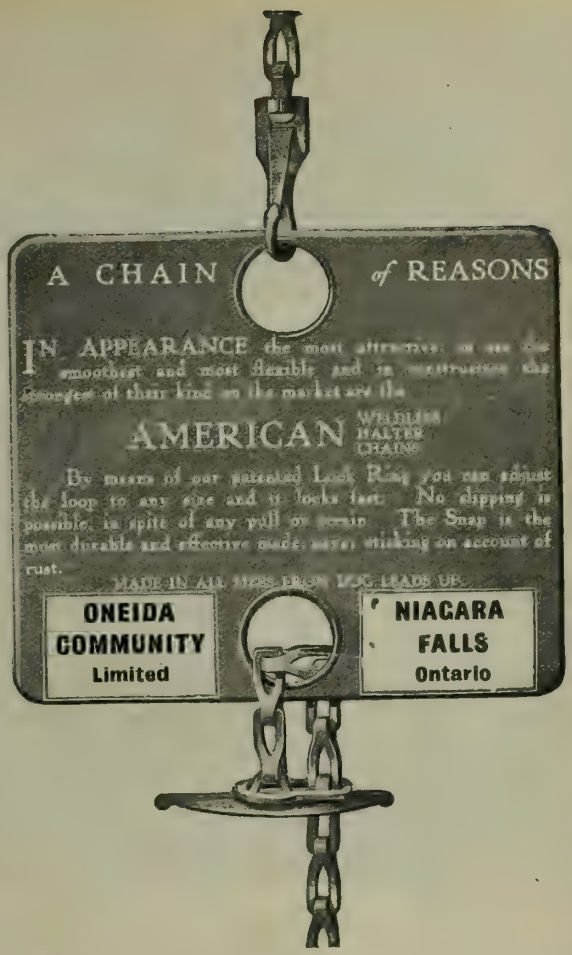
They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

W. L. HALDIMAND & SON, MONTREAL, Eastern Agents



Other Tools are very Good Tools, but

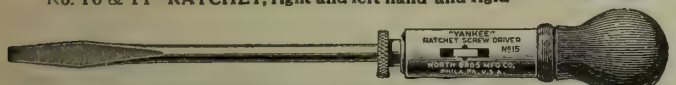
"YANKEE TOOLS"

ARE BETTER

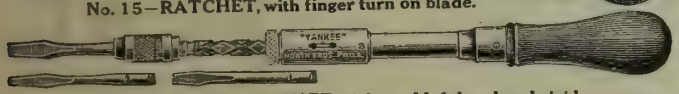
SCREWDRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid



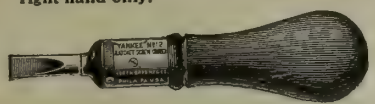
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



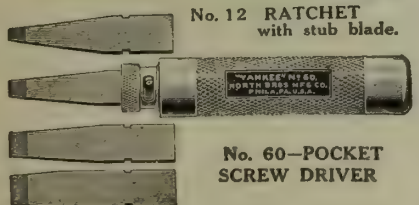
CHUCK and 8 DRILL POINTS for spiral ratchet screw driver.



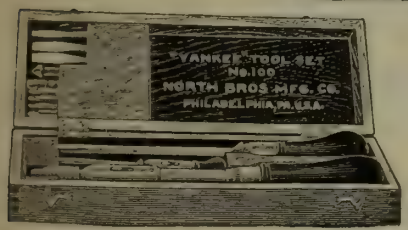
No. 12 RATCHET with stub blade.



COUNTERSINK for spiral ratchet screw driver.

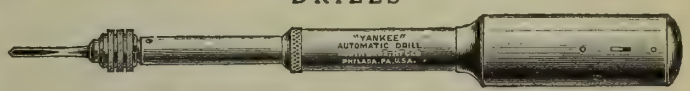


No. 60—POCKET SCREW DRIVER

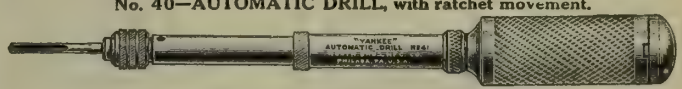


The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



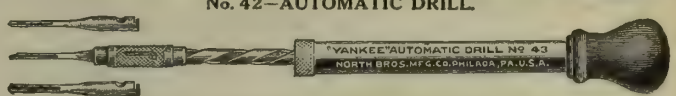
No. 40—AUTOMATIC DRILL, with ratchet movement.



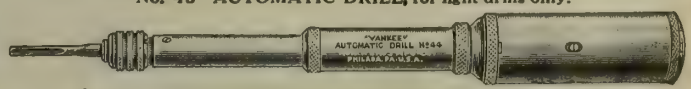
No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



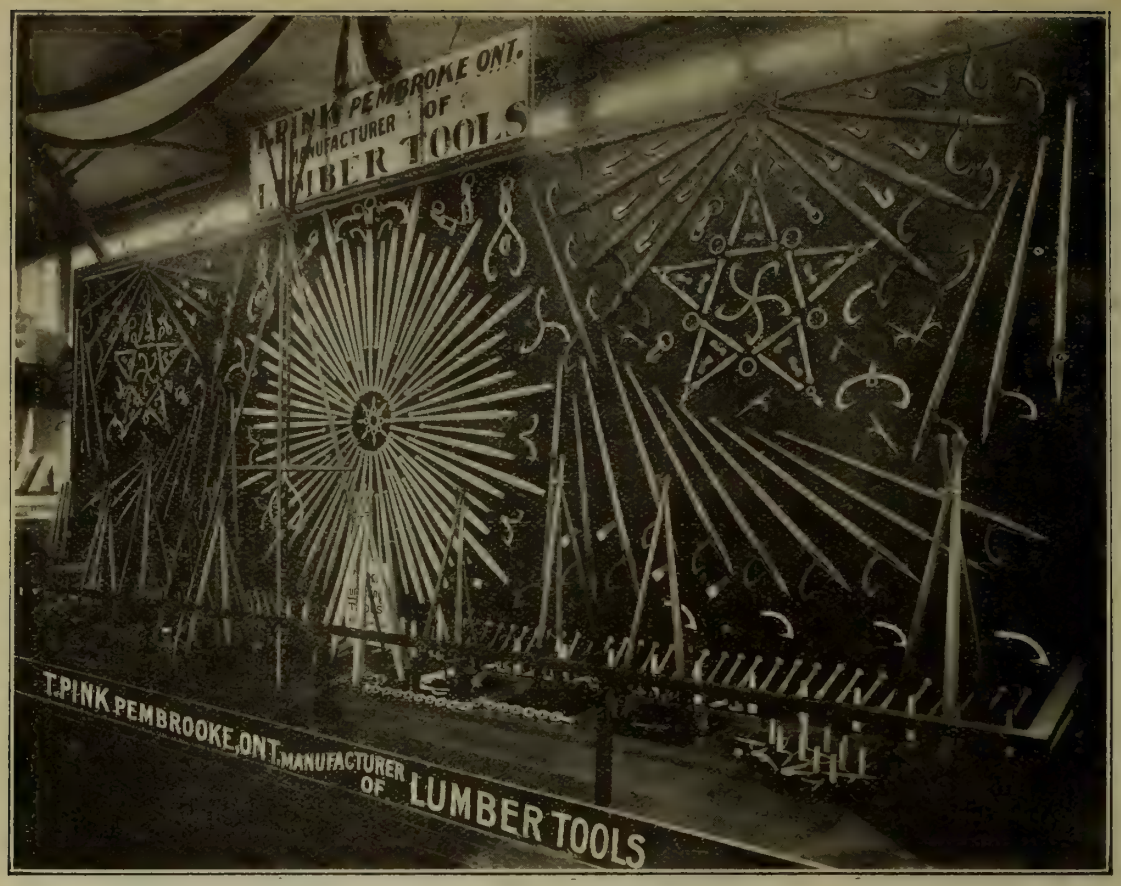
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS.

SEND FOR OUR NEW "YANKEE" TOOL BOOK.

NORTH BROS. MFG. CO.,

PHILADELPHIA, Pa.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

TIN

STRAITS and LAMB and FLAG

Write or Wire Us for Prices

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

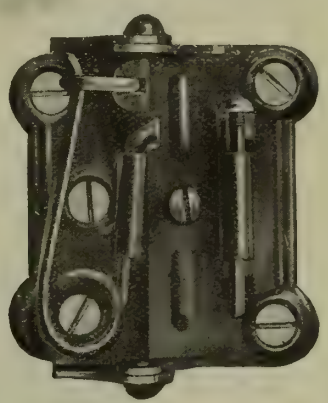
SCREEN DOOR HINGES

Between seasons it is well to look ahead and make your purchases, so that you will have the Goods when they are called for. We offer this week three staple lines and you would be well advised to get our prices before making purchase of your supplies.

OUR SALES



No. 7 3-in. cast Iron, Japanned
"HOLD BACK"



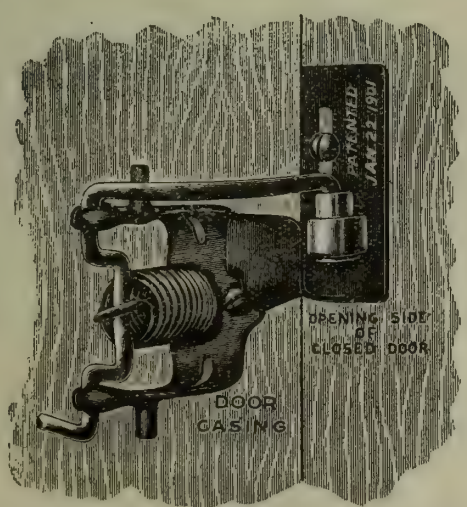
No. 80, 3-in. wrought Steel Japanned can be quickly removed from the door by slipping out the small pin.
"HOLD BACK"

08 Spring Hinge is double that of any other Jobber in CANADA, this is not talk but facts, get our prices and this will explain the reason why.

WE CAN FILL YOUR ORDER FOR A DOZEN OR A CARLOAD.

Mallory's Automatic Door Clasps

A simple but useful contrivance for closing either right or left hand doors without the use of the hand, especially designed to keep closed screen doors which are warped or sprung and for the prevention of doors being blown open by draughts.



Prevents the rebounding of doors and entirely does away with the Latch, and the Hook and Eye.

Can be used successfully on refrigerator doors, etc., as well as outside doors.
AUTOMATIC, Japanned steel frame and spring, bright steel lever.

Watch this Page for the next few weeks for Spring Goods

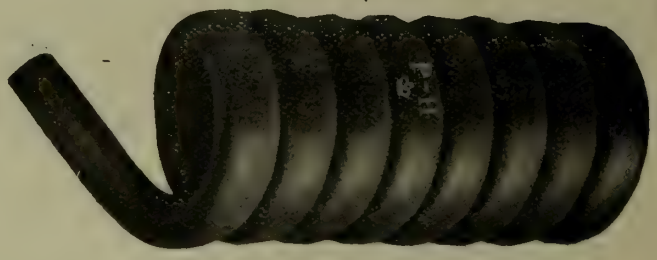
LEWIS BROS., LIMITED

TORONTO
OTTAWA

MONTREAL

CALGARY
VANCOUVER

IRON PIPE



BLACK IRON PIPE ¼ inch to 8 inch.

GALVANIZED IRON PIPE ¼ inch to 2 inch.



BOILER TUBES

Sizes 1½ to 4 inch. Lengths 10, 12, 14 and 16 foot.

MALLEABLE IRON FITTINGS up to 4 inch.

CAST IRON FITTINGS up to 10 inch.

Prompt shipment can be made from stock of the above.

Write us for our prices.

Wood, Vallance & Co.,

Hamilton, Ontario

GEO. D. WOOD & CO., Winnipeg, Man.
WOOD, VALLANCE HARDWARE CO., Nelson, B.C.
WOOD, VALLANCE & LEGGAT, Limited, Vancouver, B.C.
TORONTO OFFICE, 94 Bay Street

H. S. HOWLAND, SONS & CO. LIMITED

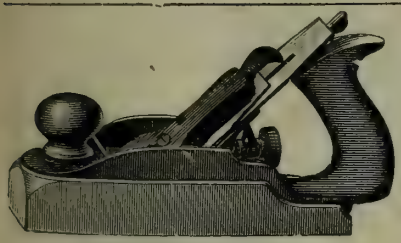
HARDWARE MERCHANTS

Only Wholesale

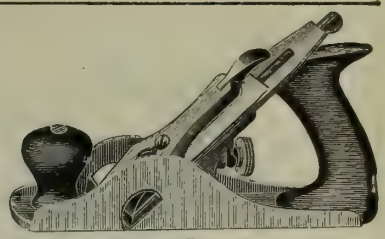
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

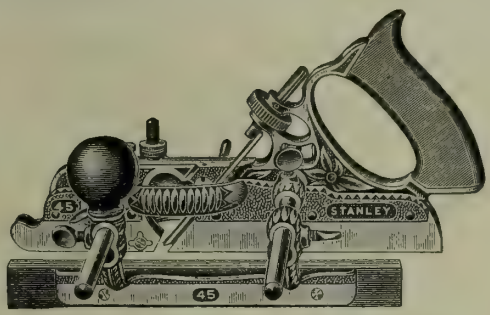
Carpenters' Tools



Wood Bottom Planes



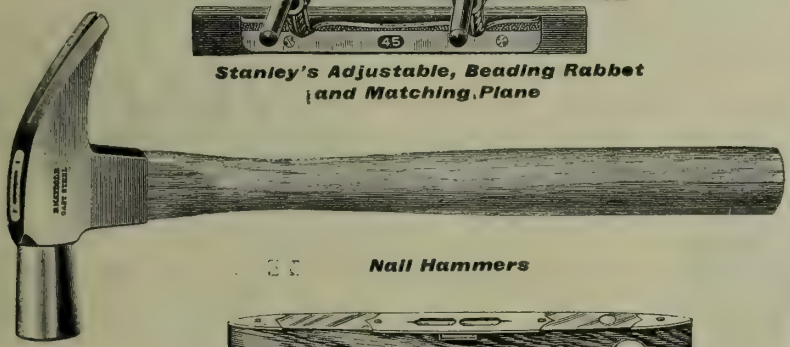
Iron Planes



Stanley's Adjustable, Beading Rabbet and Matching Plane



Odd Jobs



Nail Hammers



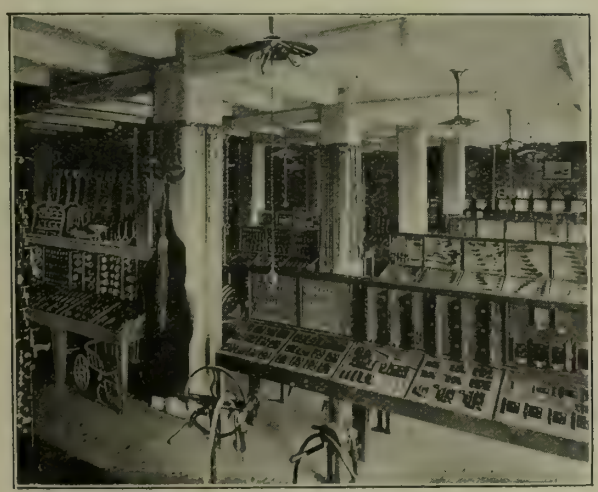
Plumb Bobs



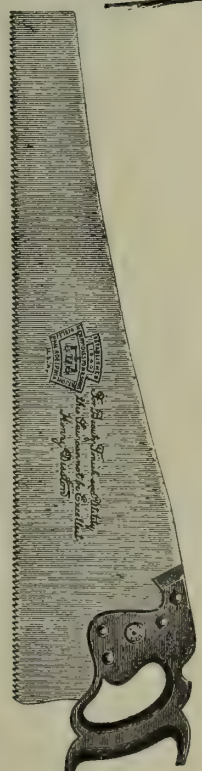
Plumbs and Levels



Panel Saws



Sample Room - Looking East



Hand and Rip Saws



Firmer and Socket Chisels

Blued Steel Squares

Polished Steel, Oxidized Copper, Nickel Plated Squares

For other lines of Mechanics' Tools see our Hardware Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

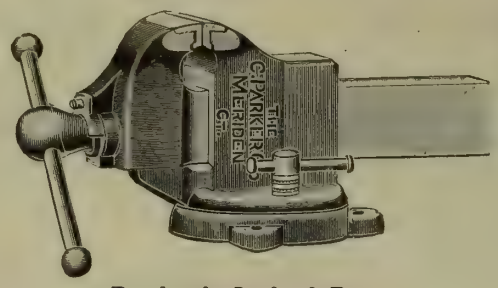
GRAHAM NAILS ARE THE BEST

Our Prices are Right

If you are not receiving our illustrated monthly circular, WRITE FOR IT.

We Ship Promptly

WE HAVE A VISE FOR EVERY PURPOSE



Parker's Swivel Base

PARKER'S

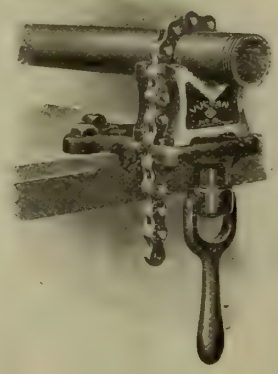
Solid Jaw, Swivel Base

This vise is made with a solid steel strengthening Bar.

With this strengthening bar a means is formed that overcomes a weakness in many vises and strengthens the slide where breakage is usually most frequent.

The vise slide in this vise is practically unbreakable.

The steel face on this vise is milled and fitted to the jaw and is renewable. Made also in stationary style.



Vulcan

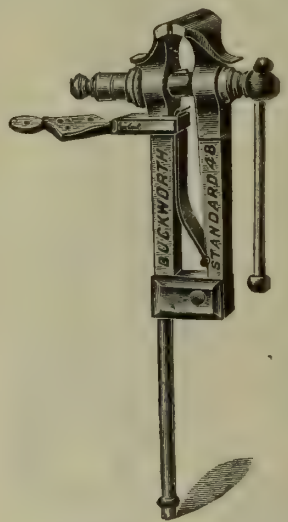
VULCAN

Folding Pipe Vise

Drop forged steel chain Vise for pipe $\frac{1}{8}$" to $2\frac{1}{2}$".

Size folded, 6 x 8 x 8". Weight 10 lbs.

A Splendid Vise for Outside or Jobbing Work



Blacksmiths'

BLACKSMITHS'

Wrought Leg Vises

Solid Wrought Boxes, Steel Jaws, Lathe Cut Screws. We have these Vises in stock from 35 lbs. to 200 lbs.

We stock extra Screws and Boxes.

SEE OUR CATALOGUE FOR MANY OTHER STYLES

FROTHINGHAM & WORKMAN

F.&W.

F.&W.

LIMITED

MONTREAL, - CANADA

GALVANIZED IRON

Our trade in Galvanized Iron Sheets is a large section of our business. We carry big stocks and wide ranges of sizes and gauges. Orders for spring delivery should be placed now so that shipments may be made with the opening of navigation or the inauguration of summer freight rates.

Ask our travellers for prices, or write Montreal or Winnipeg.

Our stock includes the following brands, sizes and gauges:

"QUEEN'S HEAD"

Famous for its working qualities, finish, flatness and even weight.

72 x 24 in. x 24, 26, 28 gauge.
72 x 30 in. x 16, 18, 20, 22, 24, 26, 28 gauge.
72 x 36 in. x 22, 24, 26, 28, gauge.
96 x 24 in. x 26, 28 gauge.
96 x 30 in. x 24, 26, 28 gauge.
96 x 36 in. x 24, 26, 28 gauge.
120 x 30 in. x 28 gauge.

"COLBORNE CROWN"

Our own brand. It has an established reputation for high quality.

72 x 30 in. x 24, 26, 28 gauge.
96 x 30 in. x 24, 26, 28 gauge.
96 x 36 in. x 24, 26, 28 gauge.

"APOLLO"

The best American iron, heavily coated, flat and of uniform gauge.

72 x 30 in. x 16, 18, 20, 22, 24, 26, 28 gauge and 10¾ oz.
72 x 36 in. x 24, 26, 28 gauge and 10¾ oz.
96 x 24 in. x 28 gauge and 10¾ oz.
96 x 30 in. x 20, 22, 24, 26, 28 gauge and 10¾ oz.
96 x 36 in. x 24, 26, 28 gauge and 10¾ oz.

We can also fill at any time orders for a great variety of weights of black and tinned steel sheets, and tin and terne plates.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, CANADA.**

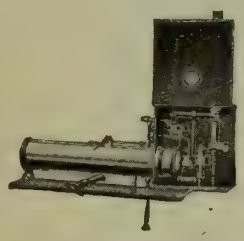
Showrooms, TORONTO, 77 York Street. **OTTAWA, Holbrook Chambers.** **QUEBEC.** **FRASERVILLE.**

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast, all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.



THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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Everybody has heard of the
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers.
THE MANUFACTURERS LIST CO.
P.O. Box 334 Toronto.

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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLOTHES HOOKS

Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

CLIPPERS.



Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

COPPERINE.

SPOONER'S
"COPPERINE"
BOX-METAL
HARDWARES ALL SELL IT.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

Our Ash Sifter Shovel should be in the hands of every hardware and stove dealer. It sifts ashes right inside furnace pit, throws cinders back into furnace, then same shovel takes up ashes. No ashes go through unless you shake; no dust if you keep shovel close to floor. For sale by all hardware and stove dealers. Manufactured by
THE COLLINS MFG. CO., TORONTO

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHIP CHANDLERY



Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

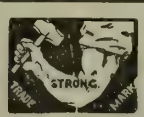
SOIL PIPE.

FORWELL FOUNDRY CO.
BERLIN, ONT.
Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

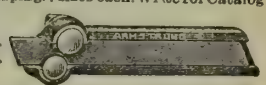
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR



My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS - Proprietors

EXPERIENCE means QUALITY



QUALITY ensures SATISFACTION

65 to 135 lb. Reels as desired

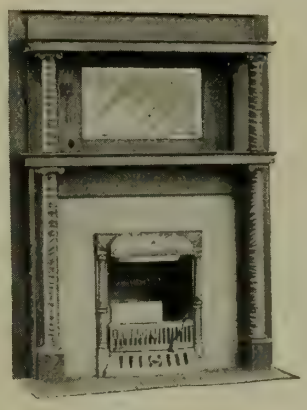
CLEVELAND WIRE

Our many years experience in the manufacture of Wire from the best material (Steel), on the newest improved machinery, by competent workmen, carefully galvanized, so as not to peel or crack off, has standardized our productions as the

"ACME OF PERFECTION"

When Ordering Specify CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., Bank of Ottawa Building, MONTREAL, QUE.



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS, MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

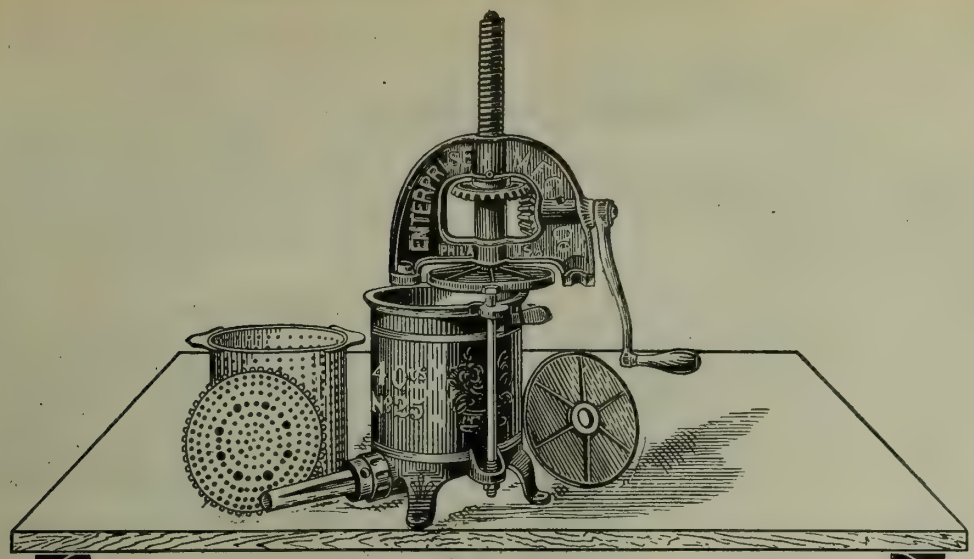
THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

TORONTO PLATE GLASS IMPORTING CO.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. San Francisco, 438 Market St.

GARBAGE CANS with Galvanized Steel Bodies and Seamless Covers

Will stand any amount of rough handling



Two sizes, with wood slats

Nos.	400	500
Ins.	17x25½	18x26

Three sizes, without wood slats

Nos.	30	40	50
Ins.	14x21	17x25½	18x26



The Arrow Can No. 1

One size only.

15x24

With or without cover.

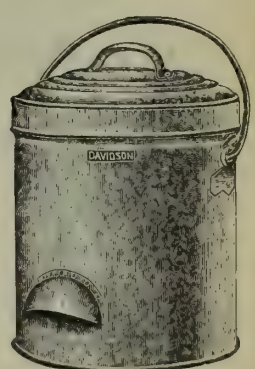


The Regulation No. 4

One size only.

14½x20¾

With six wood side protectors.



Three Sizes.

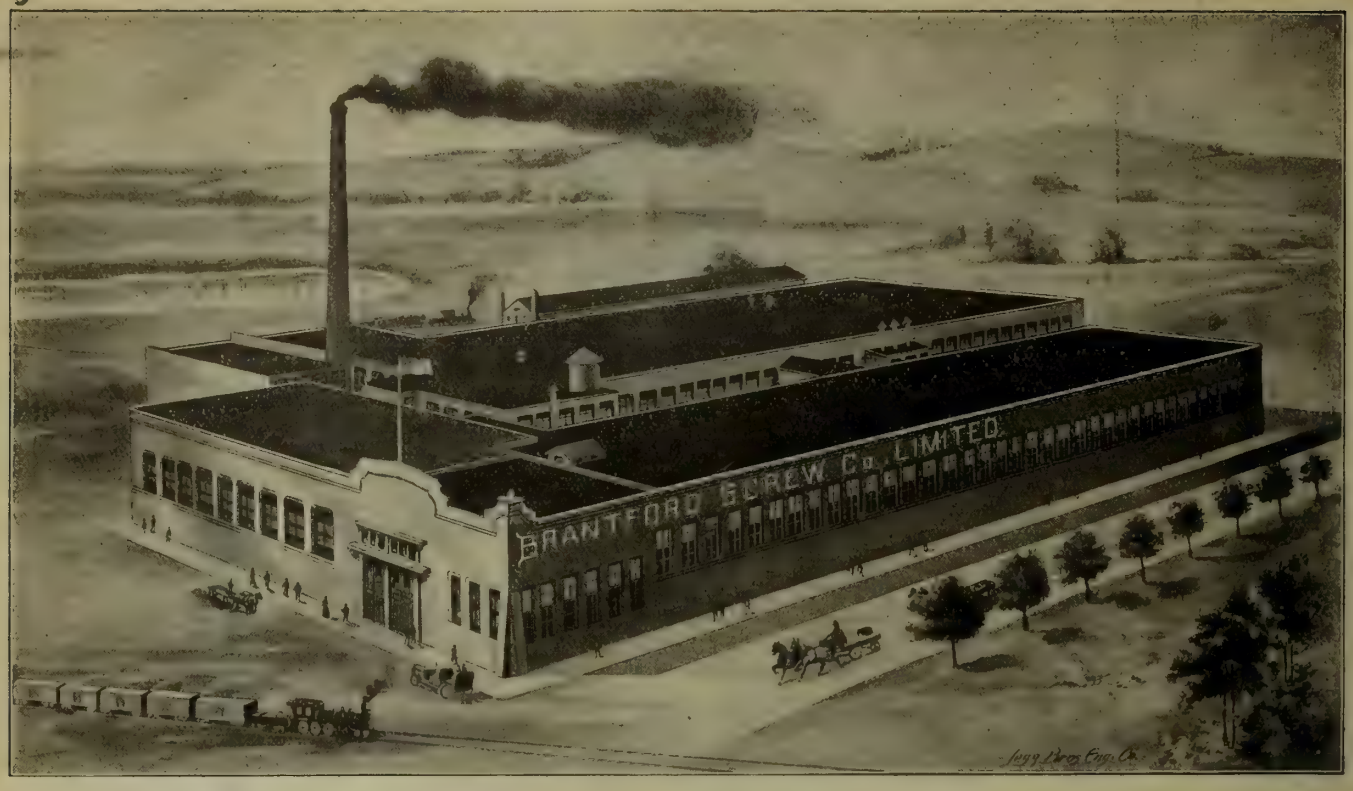
Nos.	1	2	3
	12½x13¼	14x15	15x17

Supplied with bail and black handles.

Strongly made and **heavily galvanized after cans are made up. This is a very important feature,** as it **prevents rust and corrosion** from eating out the bottoms.

Descriptive circular and prices furnished on application.

The THOS. DAVIDSON MFG. CO., LTD., Montreal and Winnipeg

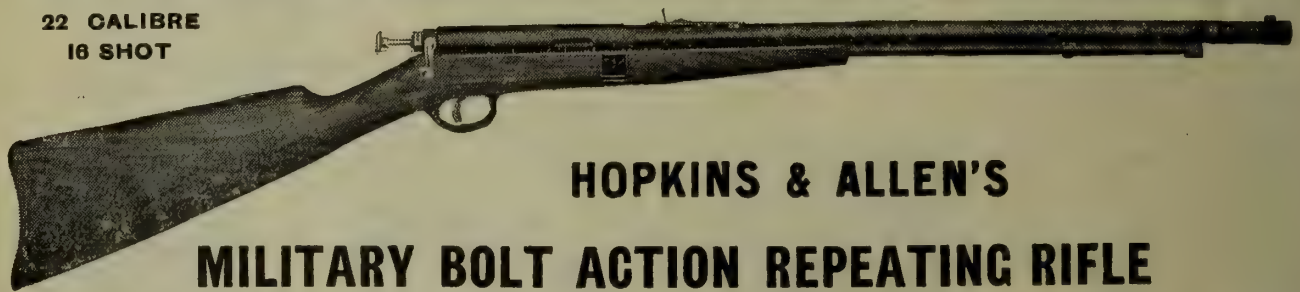


NEW FACTORY OF THE BRANTFORD SCREW CO., LIMITED, BRANTFORD, CANADA. Manufacturers of

Wood Screws	Machine Bolts	Tire Bolts
Machine Screws	Boiler Rivets	Nuts, Rivets
Carriage Bolts	Stove Bolts	and Wire

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-MENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.

"WE WORK WITH THE TRADE"



OUR PRESTON FACTORY

Our facilities this year are better than ever before—**MUCH** better. We have a larger plant and are giving an improved service in every way. The high quality of our goods will be maintained, and our prices will ensure a good profit to the dealer. Our widely-advertised "Acorn Quality" line will be the surest money maker for you this year, and **WE WANT YOUR BUSINESS.**

OUR LEADERS:

"Safe Lock" Steel Shingles
Classified Steel Ceilings
"Acorn Quality" Corrugated Sheets
"Herringbone" Lath

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

BANNER COLD BLAST LANTERNS



Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

"THE NAME'S THE GUARANTEE"



The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

Messrs. Caverhill, Learmont & Co., 89 St. Peter Street - Montreal
Messrs. Frothingham & Workman, Limited, St. Paul Street, Montreal
Messrs. Prudhomme & Fils, 10 Rue de Bresoles - Montreal
Messrs. Stark, Seybold, Limited - Montreal
Mr. Auguste Couillard, Rue St. Paul - Montreal
Mr. L. H. Hebert, Rue St. Paul - Montreal
Mr. David Madore, Rue St. Paul - Montreal
Messrs. The Chinic Hardware Co. - Quebec
Mr. William Doyle - Quebec
Messrs. Emerson & Fisher, Limited, 15 St. Peter Street, Germain Street - St. John, N.B.
Messrs. T. McAvity & Sons - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - St. John's, Nfld.
Messrs. J. Bishop & Sons - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
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Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

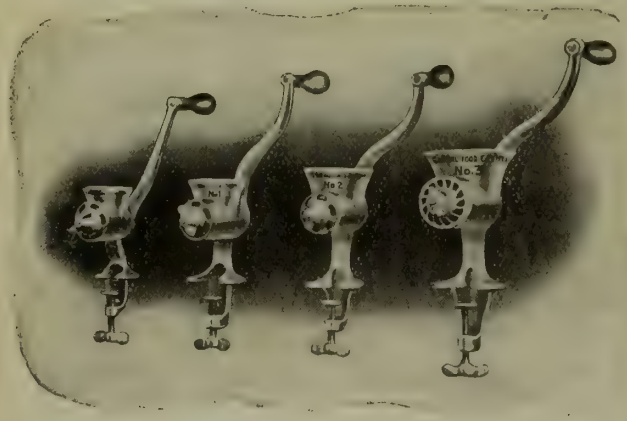
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

STEEL KNIFE FOOD CHOPPERS



The "GENERAL"

and the "SHIRREFF"

food choppers differ from ordinary food choppers in that they are fitted with steel knives. They "chop" the food instead of crushing it. The steel knives are tinned to prevent rusting, and keep themselves sharpened automatically.

They are money makers. Write now for our profit proposition.

Shirreff Mfg. Co. Ltd.

Brockville, - Ont.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet



Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

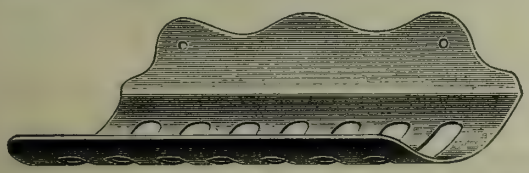
Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

Bath-Room Accessories



Stationary tooth-brush holder, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bath-room Accessories have **"Forsyth" Finish,** which places them in the peerless class.

Secure our literature. It will interest you.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

HANDLING

STAUNTON WALL PAPERS

Inspires Confidence

and

Invites Profits

¶ And you tighten your grip on your trade by giving them what they want—The Good Things—The Best for the Money—The Same as You Want.

If Your General Order is Not Yet Placed, Write us.

We will arrange to send a Salesman or our sample books of best sellers, charges prepaid, so you can make an excellent selection.

You want to see full lines. Then don't wait.

Delay may prove expensive as prices may advance

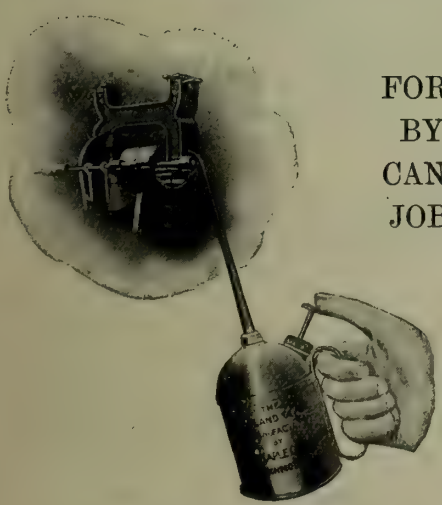
WRITE US TO-DAY

STAUNTONS LIMITED

MAKERS OF SUPERIOR WALL PAPERS

TORONTO

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

YOUR HANDLE BUSINESS

is worth more to you if you deal in handles of quality. You know, Mr. Dealer, that your customer blames **you,** not the manufacturer, if the handles he buys from you do not serve him well. Consequently you ought to assure yourself that you are handling handles of quality by stocking ours. We have a line of

Fork, Hoe, Shovel and Rake Handles

which will please your customers and return you good, steady profits.

The Best Horse Pokes

on the market are the "Pearson," "Climax" "Dictator" and "Champion." They are strong and durable.

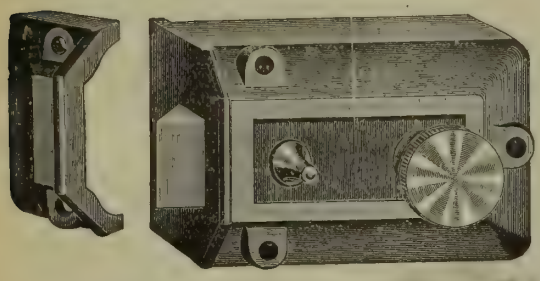
Send Now For our Price List!

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.



Manufacturers of all kinds

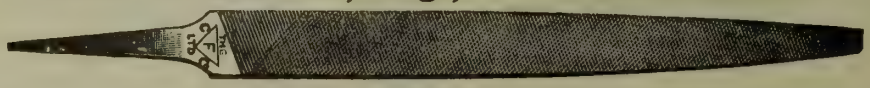
Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

FAIRBANKS SHEFFIELD FILES

CLEAN SHARP STRONG

Made in Sheffield, Eng., from Sheffield Steel

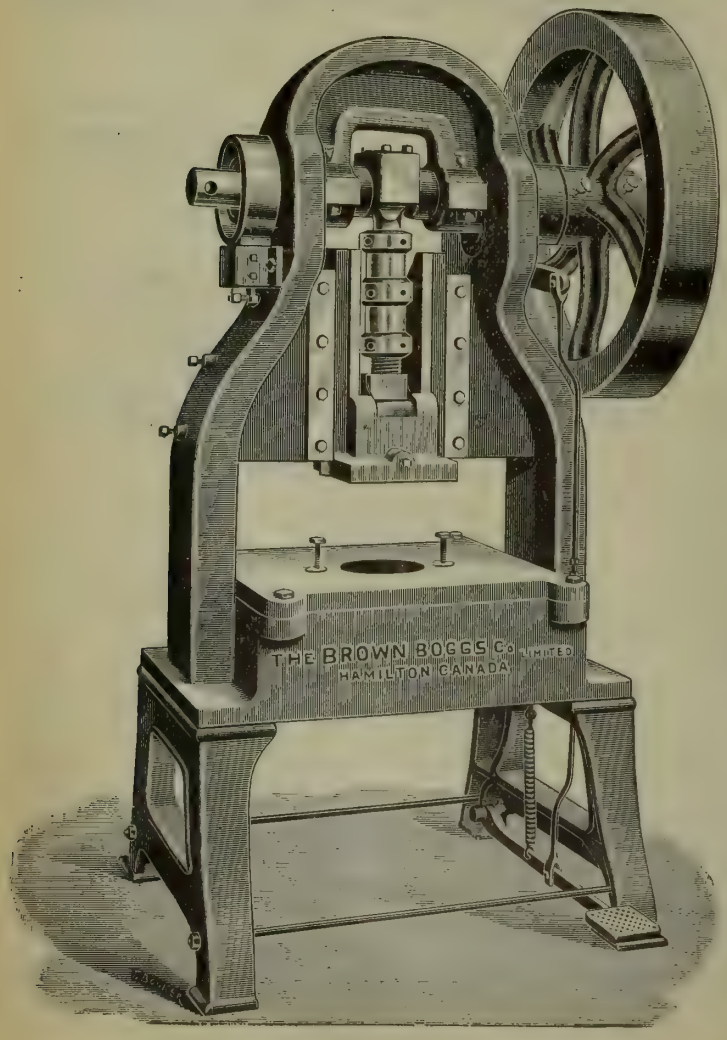


We can prove to you that FAIRBANKS FILES cut quicker, last longer and re-cut better than any others made
We can and will prove this.

REMEMBER—SHEFFIELD STEEL. ***Ask Your Dealer or Write the Company.***

THE CANADIAN FAIRBANKS COMPANY, LTD.

MONTREAL, TORONTO, CALGARY, WINNIPEG, VANCOUVER.



You are Getting the BEST when You Buy Any of The B. B. & Co.

Deep Gap Presses
Double Crank Presses
Arch Frame Presses
Straight Side Presses
Inclinable Presses
Drawing Presses
Horn Presses
Drop Presses
Screw Presses
Lever Punching Presses
Bench Presses
Folding and Locking Machines
Power Punches
Deep Gap Hand Lever Presses
Canners' Presses
Foot Presses

THE BROWN, BOGGS CO., LTD.

HAMILTON, ONT.

Correspondence solicited.

YOU CAN'T GET HURT

by the bursting of a Hamilton Rifle, for the simple reason that a Hamilton Rifle can't burst. This is a point which it would be rash for you to claim for ordinary moderate priced rifles. Therefore the

HAMILTON RIFLE

is the rifle for you to sell

Only specially selected and tested rolled steel is used in Hamilton Rifles. And only skilled men put the parts together. It is the safest rifle to use, and the most profitable rifle to sell.

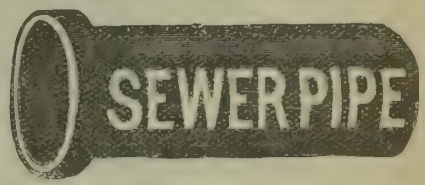
No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.
ST. JOHNS, QUE.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

THE WAGGONER EXTENSION LADDER



is the lightest, handiest, strongest and safest ladder made. Re-inforced with steel wire. Patent safety lock. Made in all lengths from 20-ft., 24-ft., 28-ft., etc., up to 100 ft. if desired Every painter, tinner, stacker and farmer needs one

Write for circulars and prices.

The Waggoner Ladder Co., Ltd.

LONDON, - - CANADA

E. H. Brigge Co., Ltd., Western Representative
Winnipeg, Man.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

We Wish

Our Customers

one and all a

Very Happy and

Prosperous New Year

Stevens-Hepner Company
Limited
Port Elgin, Ontario

BLUNDELL'S PARIS GREEN

Before you place your order for Paris Green write for our prices.

Made by a firm with 100 years' experience in color making.

Guaranteed pure and to conform to the Canadian Government Standard.

Will do all that any other make will do and costs you less money.

Blundell, Spence & Co., Limited
Manufacturers
HULL, ENGLAND
ESTABLISHED 1811
Agent: WILLIAM BRODIE,
226 Board of Trade Building, MONTREAL

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

IN ORDERING BE SURE AND SPECIFY FOR

BARBED WIRE

MADE IN

CANADA

Our Claim For

DOMINION WIRE MANUFACTURING CO'S

Barbed Wire

IS THAT IT IS EQUAL IN QUALITY TO THE BEST.

To ensure prompt deliveries in the spring, send in at an early date your specifications with shipping instructions and we will do the rest.

C. KOPPEL

WHEN SENDING IN YOUR ORDER FOR BARBED WIRE DO NOT OVERLOOK THE NECESSARY QUANTITY OF STAPLES.



Steel Fishing Rods

GOOD SEASON. There is every indication that the coming season will be a good fishing tackle season. Right now is the time to go over your stock carefully and see if you have as many "BRISTOLS" as you need. Remember that our advertising campaign in big magazines, national weeklies, sporting journals and boys' publications having over twenty-five million readers, is sure to make a splendid "BRISTOL" season. Are you ready and do you want the business? Put up the "BRISTOL" sign and the people who are looking for "BRISTOL" Rods will come to you.

Beautiful Translucent Signs, Calendars and Catalogues, also fine fishing cuts, booklets and other advertising material for the progressive dealer. "BRISTOLS" sell. They are not dead stock. They make money for the dealer because there is a steadily growing market for them. Order more "BRISTOLS." You will need them.

THE HORTON MFG. CO., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

A Happy New Year

is in store for the dealer who handles

PUMPS AND SCALES

manufactured by

THE

Aylmer Iron Works Co.

LIMITED

AYLMER, ONTARIO

Write for catalogue and prices and start the New Year by buying your goods from a good reliable firm who stand behind their goods.

THE "HINGE STAY" DOES IT!

The "Hinge Stay" means that the upright wire stays, instead of being rigidly welded to the strand wires, are joined with a hinge. Thus, any weight causes the fence to give, and to spring back when that weight is removed. This springiness makes the

"Dillon" Hinge-Stay Field Fence

ALMOST UNBREAKABLE



THE OWEN SOUND WIRE FENCE CO., Limited

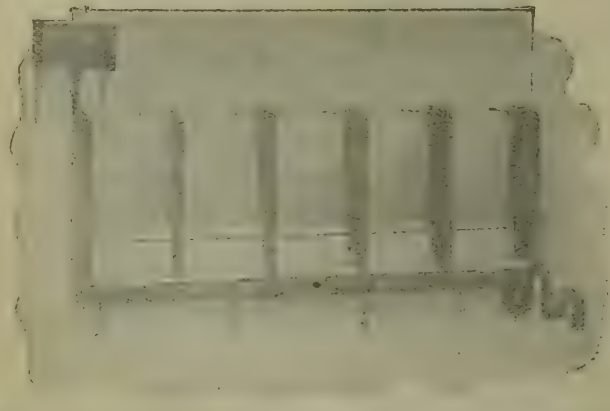
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Dealers in Plumbing Equipment Have a Practical Guarantee

of larger profits and greater satisfaction in handling

Standard Ideal Cast Iron Porcelain Enameled Ware



Made in Canada from designs calculated to meet every requirement of the trade. It is a ware that gives perfect satisfaction wherever installed.

The Standard Ideal Co., Ltd.

Head Offices and Factories, - PORT HOPE, Ont.

Sales Offices and Sample Rooms, 50 Colborne Street, TORONTO
123 West Craig Street, MONTREAL, and 156 Lombard Street WINNIPEG

WIRE ROPE

GREENING

All kinds and sizes and for all purposes

Standard & Lang's Patent Lay

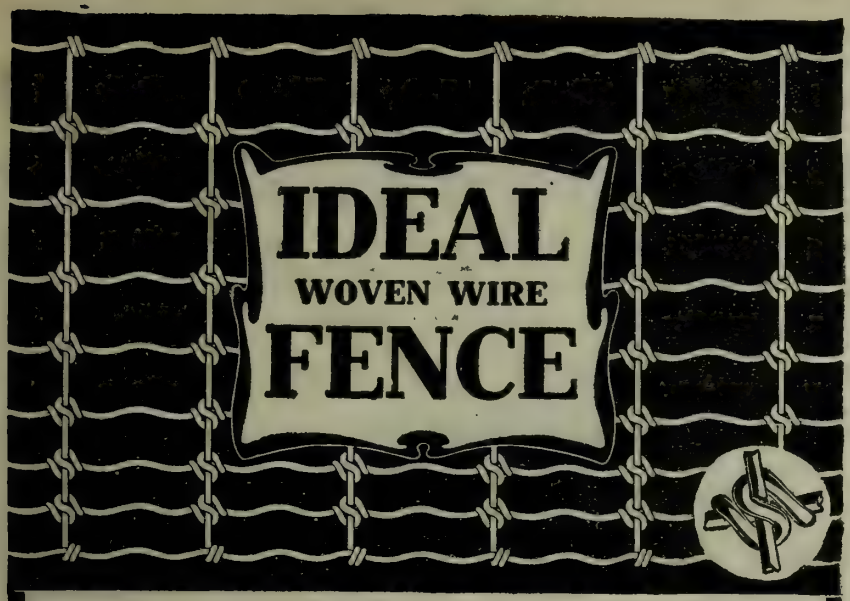
PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, Ont. **MONTREAL, Que.**



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.



No. 8.
Finished.
Grained, Filled and Varnished.

A High Grade Screen Door

These are some of the features regarded in our factory as important.

The selection and seasoning of suitable lumber.

Modern equipment to machine this stock properly.

Experts in machine, building, wiring and crating departments.

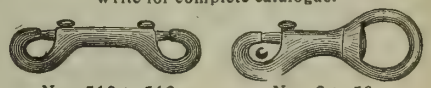
A staff capable of supervising each operation minutely.

Sanderson Harold Co., Limited

Refrigerators, Screen Doors, Window Screens

PARIS, ONT.

COVERT MFG. CO., - TROY, N.Y.
MANUFACTURERS OF HARNESS HARDWARE
Write for complete catalogue.



Nos. 510 to 512 Nos. 3 to 50

Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

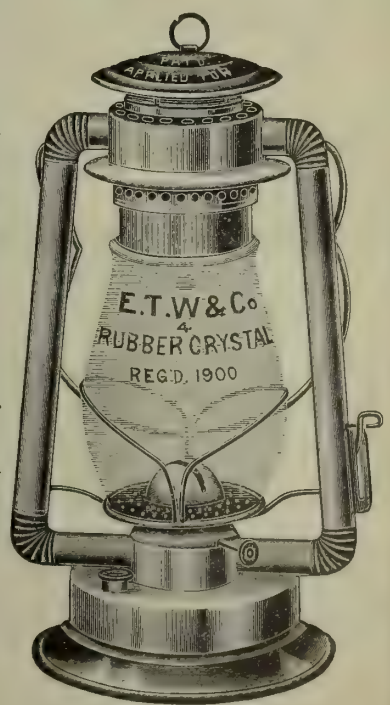
Flats, - - -	7/16 inch to 4 inch x 3/16 inch to 1¼ inch		
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " to 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills
London, Canada



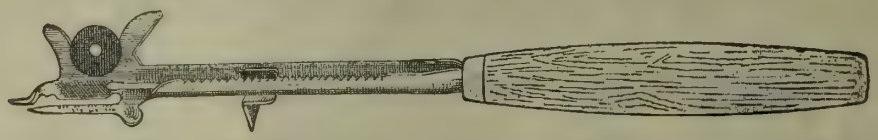
We will be glad to receive your orders for Searchlight Lanterns, Hinge and Lift Lanterns, Railway Lanterns and Lantern Burners.



This cut shows our COLD BLAST LANTERN, with side lift. We also make the Cold Blast with bottom lift. Plain and Japanned.

E. T. WRIGHT & CO., HAMILTON, ONT.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



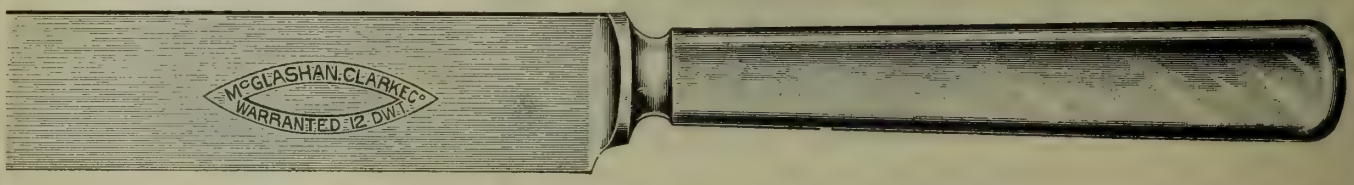
Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



A Rich, Eye-Compelling Appearance

is a feature of all our Cutlery, Nickle-Silverware and Plated Ware. And behind the handsome appearance is the solid and lasting merit of the metal, which is finished in that particular manner that insures long wear and perfect satisfaction. Moreover the prices and profits are very satisfactory to dealers. Write us about it.

THE McGLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

BONE CUTTERS ALL SIZES

Hand Machines Power Machines Interchangeable Machines

There is a big demand during the winter months for these goods.

SEND AT ONCE FOR CATALOGUE AND PRICES

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, ONT.

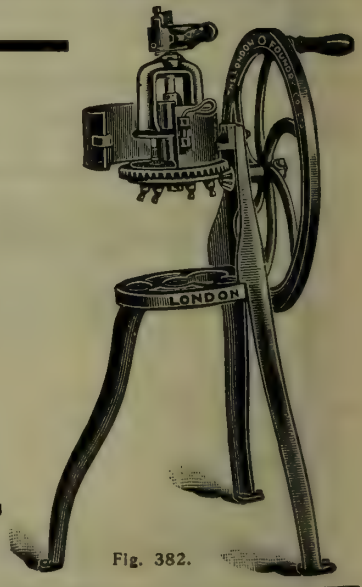
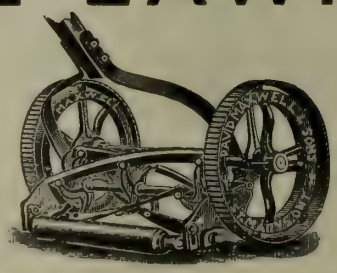


Fig. 382.

MAXWELL LAWN MOWER

Of course you sell Lawn Mowers. Why not sell the best—the "Maxwell?" They are built for good long service—as well as quick, easy work. Noted for their strength, durability and finish. You have but to show the "Maxwell" to make profitable sales.



Right now is the time to get your spring stock in order. Let us send you a trial order of "Maxwell" Lawn Mowers, so you can see for yourself how good they are, and what steady sellers they will prove to be. Write us for prices.

David Maxwell & Sons, St. Mary's, Ont.

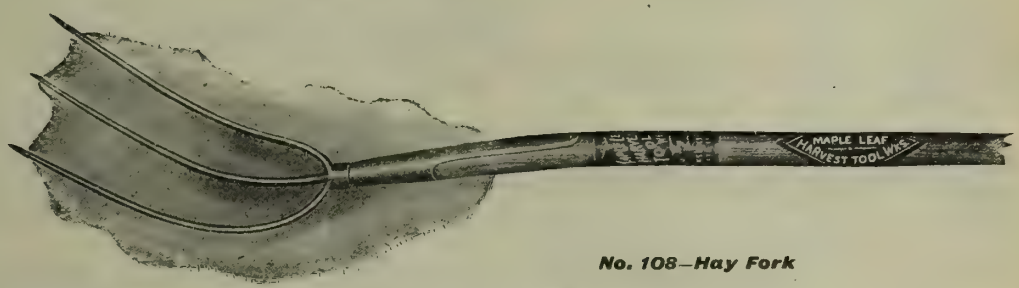
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



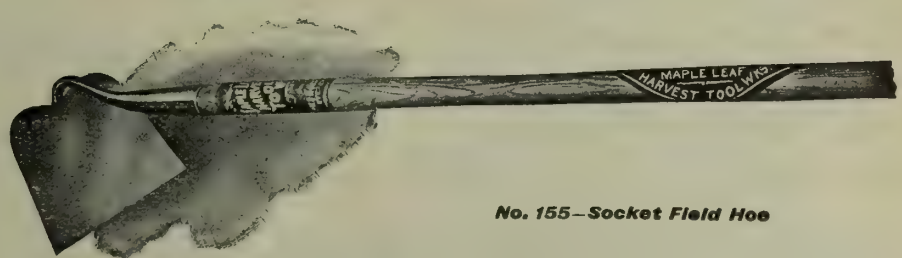
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Buy the Best.



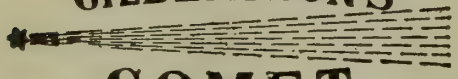
HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

GILBERTSON'S



COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales
ALEX. GIBB 13 St. John St., Montreal, Agent

DRIVE WELL POINTS

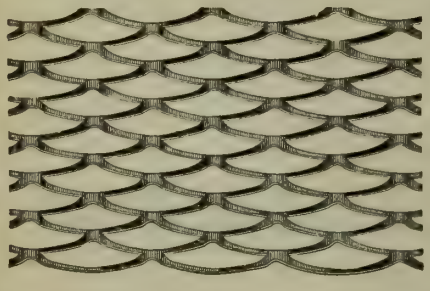


All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

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"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

or Dunn Bros., Winnipeg, Man.
and Regina, Sask.

BASS AND TROUT FLIES
$1.10 per hundred postage included.
ORDER NOW FOR SPRING
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ALEXANDER GIBB
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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mean dollars for the pockets of contractors. The weekly reports in the

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tell where contracts may be had.
$2 per year buys them. Address

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TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

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BRITISH MANUFACTURE.



Absolutely non-inflammable. Has no bad smell.
Leaves no Verdigris. Contains no acid or grit.
Leaves no greasy smear. KANDA polishes all metal.

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THE KENNEDY HARDWARE CO., Ltd.
TORONTO

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J. M. T. INJECTOR



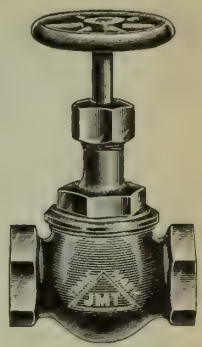
Oil Pumps and Oil Cups.



Pyrometers for Baker's Ovens.



Gauge or Try Cocks.



J. M. T. VALVES made in Brass and Iron.

With the New Year comes stock taking.

When renewing your supplies of anything in the line of

STEAM AND WATER GOODS

IRON PIPE, PIPE FITTINGS, ETC.

J.M.T.

select goods that will prove DURABLE and EFFICIENT to your customer.

J. M. T. Steam Specialties and our General Brass and Iron Goods have that reputation of all that's good—They're built to last.

The JAS. MORRISON BRASS MFG. Co., Limited

93-97 Adelaide St West, - - - TORONTO



Engine Registers Steam Gauges, etc.



Hose Racks for Fire Protection.

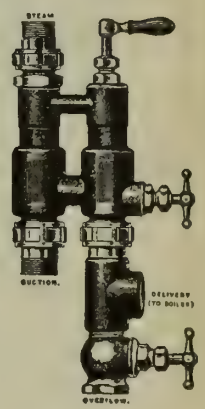


Water Gauges, Steam Traps, etc.



Flue Scrapers and Brushes.





HANCOCK INSPIRATOR.

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

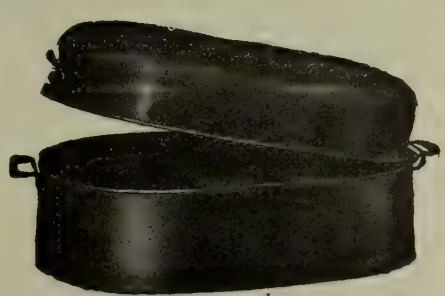
Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

		List Price per doz.
No. 200	Finest Siemens-Martin Blued Steel,	$16.00
	Made in Pearl Ware only.....	40.00

Case Lots.....½ Dozen.



HOTEL SIZE 13 x 19 x 10 inches

		List Price per doz.
No. 400	Finest Siemens-Martin Blued Steel,	$28.00

Case Lots.....¼ Dozen.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

FREE



GRATIS

SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.



A White Mop Wringer

is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

This Trade Mark

Ask for Catalog.

White Mop Wringer Co.
Fultonville, New York

Guarantees Satisfaction.

SHORT CUTS IN BUSINESS

are where the profits are made. Every plumber and steamfitter can profit by the experiences of other men in the trade. Of course you cannot call on all the most successful men in the business but

PLUMBER AND STEAMFITTER
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can give you some of the ideas they have tried out and found to be time savers. New tools are described and with new tools and modern methods you can stand the keenest competition. If you have a Plumbing or Steamfitting department you need our paper.

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THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
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Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

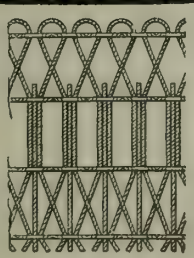
WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio



ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls
With or without posts and rails.

You can sell our

Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

Send for Booklets and Price Lists of these seasonable lines.

Dennis Wire and Iron Works Co.

Limited

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WIRE AND IRON GATES
Extra Quality
Special Prices to the Trade

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

SWASTIKA

LONG  LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

The

Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc*

All High-grade and exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

TORONTO, ONT.

"Diamond" Brand Fittings



are the fittings worth while handling. Hundreds of dealers have found that no other brand of fittings on the market gives such perfect satisfaction and yields such steady profit, as "Diamond" Brand. They are perfect in material, in threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

REGISTERED TRADE MARK



GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

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When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company

Montreal

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

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Less than 4c. a Week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week.

Annual Subscription, $2.00

THE CANADIAN GROCER

MONTREAL **TORONTO**

No Leaking

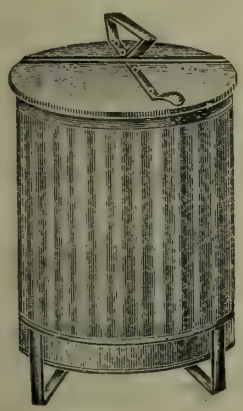
GARBAGE PAILS

Galvanized. "Slip-over" Covers.

	Bail Handles		Side Handles	
Nos.....	1	2	3	4
Dim., ins.	13¾x12	15x13½	17½x15	20½x14½
Weights, lbs.	6	8	10	20½
Each	$0.90	1.20	1.55	4.55

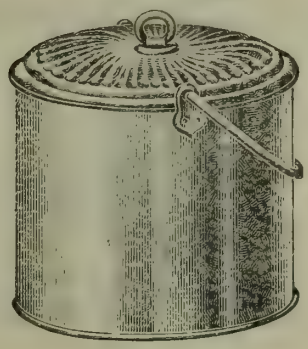
Nestable. Packed in Nests of Four.

See illustration "C"

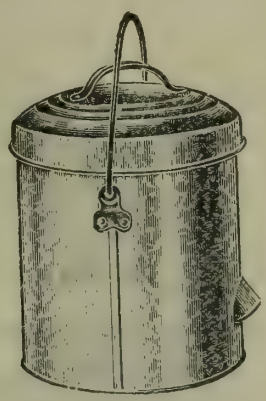


"A"

Extra Strong



"B"



"C"

CORRUGATED ASH OR GARBAGE CANS

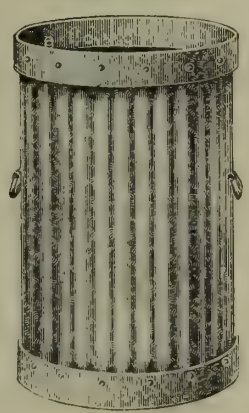
Galvanized

Nos.	1	2	3
Dim., ins...	15¼x26	17x26	18x25
Each.....	$4.55	5.45	6.55
Covers Extra, each	.45	.55	.64

Extra strong and Water-Tight.

Covers Not Supplied Unless Ordered.

See Illustration "D"



"D"

Well Galvanized

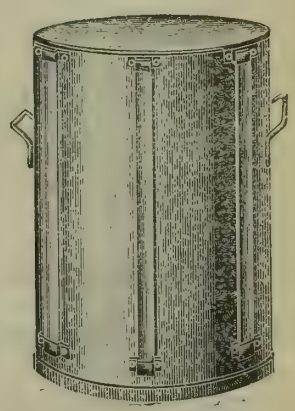
OIL WASTE CANS

For Factory or Foundry use. Self-closing covers, extra strong and strictly fire-proof.

Dim., ins..... 15x20½

Each $2.37

See illustration "A"



"E"

ASH BARRELS

	Galvanized.	Wood Braces.
Nos.....	10	20
Dim., ins.....	23x15¾	23x17½
Each	$3.04	3.45
Covers Extra, each..	.45	.55

Covers Not Supplied Unless Ordered.

See Illustration "E"

GARBAGE PAIL

Galvanized

No. - - 16 Dim., ins - - 12x12 Each - - $10.90

See Illustration "B"

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN N.B., HAMILTON, CALGARY.

Canadian Sportsmen Have Judged the Case of Imported Ammunition vs. Dominion



The Canadian Public in 1907 rendered their verdict in favor of Dominion Ammunition.

The successes achieved by Dominion Metallics have been followed by the notable successes of Dominion Loaded Shells in 1907.

Crown, Sovereign and Imperial Shells have become so popular that a whole new plant has been arranged for their manufacture.

Canadians have judged them by the standard of quality. Their sale has increased by such leaps and bounds that we have had to build an addition to our factory—a solid stone permanent building, 500 feet long, which speaks for itself.

The verdict is unanimous.

If you want to keep in the fore you must have a full range of Dominion Ammunition for 1908.

If your jobber won't supply you, write us

Dominion Cartridge Co., Limited, Montreal

The Following Testimonial Reached Us Absolutely Unsolicited

Merivale, Jan. 4th, 1908.

The Capewell Horse Nail Co., Toronto, Ont.:

Dear Sirs,—I received your calendar all O.K., thanking you. Might say that I have been 40 years driving horse nails and I was the first man that sent for them in this section, and since I drove your first nail, I have never driven any other make. I only wish that I had got them 25 years ago.

I could drive your nails at night without a light as safely as I could other makes in day time.

There is no second place for a Capewell Horse Nail.

I have driven tons of nails and know what I am talking about, and I think other smiths are thinking the same thing that I am, for no matter where I go, it is your nail they are using.

Since I have commenced to use your nails I have not had one man say that his shoes did not stay on long enough, so there is perfect satisfaction in them.

I have been induced by other makers to try their nails again, but while I drive nails and you make nails, I will stand by you.

Wishing you a Happy New Year, I remain, Yours Truly,

(Signed) J. W. SLACK, Blacksmith, Merivale, Ont.

THE CAPEWELL HORSE NAIL CO.

WINNIPEG, TORONTO, VANCOUVER

Bright Outlook for Coming Year

Optimism the Keynote of Many Letters and Interviews on the Prospects for the Hardware Trade in Canada for 1908—Talk Prosperity and Inspire Confidence Amongst the Croakers who have become Frightened by Pessimistic Reports in Sensational Newspapers.

Confident belief in the trade prospects of Canada for the year that has just opened is generally expressed by manufacturers and jobbers. No man, however much he may be inclined to look upon the dark side of things, and to magnify a passing thunderstorm into an equinoxial gale, can peruse the opinions which we publish in this issue, without perceiving that apprehensions as to the future are utterly uncalled for. Optimism is the key note struck by those, who, from the nature of their position are best qualified to give an opinion—and optimism is the tone which will lift the country above that pitch of depression which the timorous ones would strike. Because Canada has felt the reflex of a panic in the United States, because her banks, for good reasons of their own, have curtailed the circulation of money, because crops went bad for one season in some parts of the country, because the whole naturally created a reactionary tendency from which no country is exempt, that is no reason why fears should be expressed as to what will be the outcome of 1908.

An old saying tells us that "in trouble to be troubled, is to have that trouble doubled," and this is essentially so in the case of trade panics, to which a young country is more susceptible than an older one, on account of a lack of experience in those commercial fluctuations which from time to time must beset the most prosperous. Canada in her latter years of great trading progress had forgotten what depression was like. Her course had been set by so steady a wind that now when a side one set her sails back for a moment, many felt a misgiving as to her speedy recovery, and ran about wringing their hands, instead of colmly waiting that turn of the rudder, that resetting of the sails, which was all that was necessary to put the ship on her right course again. This is the process in which our financiers and manufacturers are at present engaged.

There is no reason why the harvest of 1908 should not equal, if not surpass, that of 1906. Added to the enormous area of land which gave us the harvest of that year, thousands of acres of virgin soil have been broken by new settlers this autumn, and thus the country starts off in better preparation than ever for the coming fray. Tremendous sums are to be spent in railway construction which will materially swell the general consumptive demand, and there will be no lack of labor if immigration reports are to be relied upon. Foreign capital, too, is more than ever ready to take its share in the development of the country as can be judged by the way in which railway stocks have been snapped up abroad.

Another great factor in feeling confident as to the immediate future, is the one that stocks of commodities are generally low throughout the country. Dealers have been buying in a limited way for the past few months, but the needs of the country are as great as ever, will be more so when the year opens out properly, and this great point should not be overlooked in the general forecast.

Canada's resources have only just been touched, her future is an open book to those who possess a knowledge of her great wealth of possibilities. Therefore let every man go about with absolute confidence in the future, every optimistic expression will have the right effect upon those people who think very little for themselves, and depend upon others for their opinion. Travelers can do much good in this respect, especially in the smaller towns. By talking of prosperity and of good trade, they can inspire that confidence in the trading of this year, which those who have the fullest knowledge of the position, have never lost.

The following expressions of opinion as to the prospects of 1908 from various manufacturers and jobbers make interesting reading. They show that there is little cause to fear for the future, and that if the people generally will only go about their business quietly and without indulging in senseless panics, there need be no apprehensions as to hard times. "Go slowly, but go confidently," seems to be the motto set, and if this advice is followed, there is no reason why a bumper year should not be recorded. Canada's resources are not founded upon quicksand, and the country can stand with equanimity a greater blow than the one the late depression has given her.

No Justification for Alarm.

George Caverhill, of Caverhill, Learmont & Co., Montreal, interviewed by Hardware and Metal, as to the prospects of 1908, struck a reassuring note.

He said. "Having occasion lately to look into the trade of the Dominion from the Atlantic to the Pacific, I cannot see any justification for the present state of alarm in which people seem to be. There is no doubt that there is some reason for caution in Manitoba and the Northwest, but the banks are now getting control of the situation. I look upon this depression in business as a natural outcome of the high speed at which the world was doing business. As is only to be expected at such a time the mercantile classes lived at too high a rate, forgetting that the day of reckoning must come. To get the money necessary for this procedure they had to resort to all manner of frenzied finance, and in the end they had to be brought back to their senses. So far as Canada in general is concerned, if people will only buy what they want, and keep their heads, I see no reason why anybody should be hurt."

Conditions Already Improving.

G. C. Davis, of Frothingham & Workman, Montreal, saw no reason for the panicky feeling that exists in some quarters. The resources of the country were as great as ever, and the stability of trade could be judged by the fact that despite the financial situation, and the hard times talk, prices of commodities have remained firm. "Conditions have already started to improve in the States," said Mr. Davis, "and all authorities predict without exception a shortage of goods during the first part of the season. There is no reason, as present indications are, why this year should not be just as good as 1907. It is only necessary to dispel the pancky feeling for the people generally to realize this."

A Year of Caution.

"This will be a year of caution," said W. H. Carrick, vice-president of the Gurney Foundry Company, Toronto. The talk of financial panic a few weeks ago caused merchants to go slowly, and they are prepared for any condition which may develop in 1908. But it will not be a blue year. We are preparing for a very active trade and will re-open our two foundries as soon as we can get our furnaces re-lined. Iron will be more plentiful and slightly lower in price. Collections have been very satisfactory, although there has been some difficulty in certain sections in clearing out the stoves in stock, owing to the mild weather so far. The heavy demand for repair parts during the past couple of months indicates that a cautious feeling exists, but with a bright outlook in the spring retailers will find trade as satisfactory as it has been during the past few seasons."

No Setback in Maritime.

"So far as the Maritime Provinces are concerned," said W. H. Evans, of

the Canada Paint Co., Montreal, "there does not seem to have been any check or setback in business whatsoever, and for the coming season it is not thought that there will be any diminution. In fact, I anticipate that trade will be even better in this part of the Dominion than last year. In Quebec and Ontario a feeling of caution exists, and business may lag for a short time. I am assured, however, that the banking tension will relax about the first week in February, and my company certainly looks for a heavy spring trade, having run their factories full time all the winter with confident anticipation. Regarding the Northwest, the situation at the moment resembles a giant slumbering. All the elements of strength are there. A pause certainly exists, but from all accounts I agree with Sir Thomas Shaughnessy that a good healthy condition of business will prevail for the coming year, although it may be a little late in the booking. Speaking generally, it behooves everyone to take a lesson to heart from the present situation, and not branch out too far beyond the limits of their capital."

Booked Orders Show Increase.

H. S. Harwood, manager of the Toronto branch of the James Robertson Company, Limited, is very optimistic regarding the 1908 outlook, and displayed a large pile of orders booked for forward delivery, some of the largest paint bookings being for amounts twenty-five per cent. greater than in 1907. This indicates that building throughout Ontario will be active during the year. In plumbing supplies, also, the prospects were considered very bright.

Opening New Branches.

H. J. Fuller, president of the Canadian Fairbanks Co., Montreal, is exceedingly hopeful of 1908. "The amount of railroad building in sight throughout the entire country, with the consequent expenditure distributed among a comparatively small population, should be an immense factor in sustaining general trade. It is a well known fact that the lumber cut throughout the country, from New Brunswick to British Columbia, will be much less this spring than last, owing to the amount of unsold lumber on hand, and this will have a considerable effect upon the mill trade. I believe that conditions are more prosperous throughout the Province of Quebec and East than they are in any other portion of the country. The coal and steel industries in Nova Scotia seem to be on an exceedingly prosperous basis. I also note with interest the prospects for development of the iron business in New Brunswick. We are increasing our sales staff by about 15 per cent. in order to cover the country more thoroughly, and are this year opening branches at Calgary and St. John, N.B., which, I think, is an indication of our confidence in the general conditions and ultimate future of the country.

J. R. Kinghorn, of the Montreal Rolling Mills, is optimistic regarding the business for the coming year. The conditions in the south should not prevail here, as Canadian currency is more elastic. "It is perfectly true," said Mr. Kinghorn, "that the merchants and manufacturers in this country have been buying more cautiously, and have reduced their stocks considerably, and from what we can learn the stocks carried on hand to-day are very light, and much below normal conditions. Even assuming that the consumption during the year will not be as great as during 1907, it must not be forgotten that goods were imported which would not otherwise have been, had Canadian manufacturers been able to give the delivery that was required. This business, added to the ordinary general run of trade, which the manufacturers are naturally looking after, will, to an extent, offset the decreased consumption which is expected in some quarters. Manufacturers, as a whole, have recognized the necessity of running their plant in keeping with orders received, and there has been no over-production, and no necessity of cutting the values in order to get business. We are looking forward to a good spring and summer business."

Spring Will Bring Activity.

E. Goodwill, of the Thos. Davidson Mfg. Co., Montreal, saw no reason for the feeling of doubt that existed in some quarters as to the prospects of trade. As soon as the money stringency was over, things would open up all right. Business might be a little slow in January and February, but as soon as the spring came, trade would become as good as ever. There was nothing to be alarmed at in the condition of the country.

A leading Montreal jobber in giving his opinion, stated that the people of this country were never in a better shape than they were at present, while the farmer, the backbone of the country, never had so much money. Tight money, and the policy followed by some of the bankers, were responsible for some of the unrest, but this would all disappear in a very short time. With the advent of March, he anticipated that the revival of trade would be so great that many concerns would be unable to keep pace with the demand.

Import Orders Large.

A. D. Kennelly, manager of the Toronto branch of the McClary Mfg. Co., said that judging the outlook for the coming year by the way import orders for metals were being received in the face of uncertain market conditions, there was no reason for doubt as to the business activity during 1908. While there was considerabe talk of carry-over stocks of stoves, Mr. Kennelly only knew of about half a dozen customers who had any surplus stock. His firm had run short of some sizes in the fall, and had followed the policy of re-purchasing from customers in districts where it was thought sales would not be large. Collections had never been better than during the past fall, said Mr. Kennelly, he instancing the case of one dealer who had always been slow in payments, paying up in full this time, asking for and receiving a discount for the payment of the account before it was due. "The situation, generally, can be judged," added Mr. Kennelly, "by the fact that we forwarded $35,000 more cash to our London headquarters from Toronto in 1907 than in 1906, our previous banner year."

Farmers Prosperous.

Charles G. Knott, manager of the Canada Screw Co., Toronto, said he could see no reason for anything but an active year's business ahead. "Two years ago," said Mr. Knott, "we had large stocks of manufactured goods on hand while now stocks are depleted and we have many orders unfilled. I was just talking with the representative of a large farm implement firm and was told that their company never had a better fall for collections in the company's history, so it is evident the farmers are in a prosperous condition."

Cannot Check Canada's Growth.

Mr. Haldenby, manager of the Sanderson, Pearcy Company, Toronto, is very optimistic about the prospects for a busy 1908. "It is an utter impossibility," he said ,"to check the growth and prosperity of Canada on account of its wonderful resources, and the influx of population. The next ten years, I will venture to say, will mark the greatest business era the country has ever seen. We have had a little setback, but this only tends to strengthen the immediate

Retailers' Stocks Low.

The Taylor-Forbes Company, Limited, Guelph, write: "As to our opinion of the condition of the market our belief is (and it is founded on close connection with the hardware trade) that they have very little stock on hand. We are receiving regularly small sort-up orders which shows that the stocks of staple lines is exhausted. We anticipate at an early date a very large volume of business.

"The financial stringency does not seem to have affected any of our customers, they have all paid up, and we have not a lame duck on our books. There is plenty of money in the country but it is not being handed out as freely as the electric power campaign literature. Of course, the financial question is one to be solved by the makers of money—the bankers—and as we only understand the manufacture of iron work we are not able to solve the financial question, but we do believe after this very bad attack of 'financialitis' is over business will be stronger and healthier."

Depression Chiefly Talk.

"As far as our experience goes," write the B. Greening Wire Company, Hamilton, "the depression conditions of trade have been principally talk. We have just closed the largest and most prosperous year in our business.

"We find orders coming in freely in some lines, but of course, there are customers who are holding back orders and our bookings for next spring are,

therefore not as large as usual or as we should like to see them, but against this we should say that the bulk of the individual orders are fully as large and in some cases larger than last year.

"In one department we have overtaken our orders and are working entirely on stock to meet the usual spring demand, but we have thought it advisable to put this department on 8 hours; in fact, we have two departments on 8 hours, but against this we have two other departments running until 10 o'clock three nights a week and are now making arrangements to run one double shift and put a portion of our rope department on double shift. Double shift really means more than twice the work as we get 22 hours instead of 10, the night shift being composed of 12 hours."

Demand for Iron Large.

The Hamilton Steel & Iron Company, Limited, write: "While the market for iron and steel has been quiet for the past few weeks, we are satisfied that it is improving and we believe the mills at a very early date will be rushed with orders. Stocks are light and the reduction in requirements as compared with last year, will be more than offset by the loss in the production of iron and steel, due to the extensive shutting down during the past month or so of plants, both here and in the United States. We are confident that there will be no glut of iron and steel during 1908, as the basic conditions throughout the country are good and the demand is bound to be large."

Conditions Eminently Satisfactory.

The Dennis Wire & Iron Works Company, Limited, London, write: "As far as this industry is concerned, business conditions are eminently satisfactory. We are at the present time, running to our full capacity in every department. At the present time we have 70 hands employed, whereas, a year ago our staff was down to thirty and at Sept. 1st, 1907, fifty-five. Up to the end of last week we have been running overtime on an average of three nights a week. Our employes are all men; we have no boys or girls in our works.

"We have sufficient contracts in hand to keep our present staff going for about six or eight weeks. In our business we are principally contractors for ornamental metal and structural iron work in connection with buildings. We are, in many cases, about the last contractor on the job, so that we are busy now installing work for buildings started early in the year.

"The outlook seems from our point of view quite favorable for 1908. Of course, we do not know what or how much work is being planned and under consideration in the architects' offices, but from information we have been able to get we believe that the architects will have a good deal of work as usual to be tendered on after the spring has opened up. We expect a normal and satisfactory business during 1908 from present indications."

Future Depends on Banks.

The Brown, Boggs Company, Limited, Hamilton, write: "Up to about the first of October we were very busy indeed. Since then trade has fallen off to such an extent that we deemed it advisable to lay off some seventeen of our hands, and for a time to run only eight hours a day. During the last two weeks, however, business has improved somewhat, and orders are coming in much better; so much so that we are now running nine hours instead of eight. We have a number of inquiries for machinery, which is always a fair indication of business following during the next few months after the inquiry.

"As far as we are able to judge, it will depend largely upon the banks as to how trade will be in the spring. If they continue to be so exacting in their loans and cautious in their investments, they will continue to seriously cripple trade and dampen the ardor of those who are and have been willing to go into new lines of industries, or extend out their present lines.

"Collections have been very good with us as a whole, and our customers generally are sanguine as to the prospects of trade in the near future. Personally we do not feel at all uneasy, and we look forward to a good trade in the spring if not sooner."

1908 Will End Well.

The Shultz Brothers Company, Limited, Brantford, write: "Our company have never enjoyed during the forty years of its history a better year than the one just ended.

"As yet it is a little early to say much about the trade for next season, but we are making the usual preparations and while we are not looking for work to come in with a rush at the early part of the season, yet we feel quite sanguine that confidence will be re-established and that 1908 will end up in the aggregate with as good a showing as any of its predecessors. We have already secured some good contracts for the coming year."

Large Unfilled Orders.

The Galt Art Metal Company, Limited, write: "We have on our books at the present time a larger number of unfilled orders than we had last year, which was considered a splendid season. We have made enquiries from our travelers, and they seem to consider that the outlook for business in 1908 is splendid. Some assert that they can see no falling off in prospects, compared with this time last year. There seems, however, to be an idea that prices will be generally lower and buyers do not seem in a hurry to close, which we think is a natural condition at a time of an unsettled market."

Cement Trade Good.

The Belleville Portland Cement Company, Belleville, write: "As far as the cement business is concerned the winter season is the slow season as our material is only used in substantial quantities during the summer season. So far as we have gone we find the spirit very good amongst the dealers and we have booked a considerable number of contracts on just about the same line as our contracts last year. We hear no pessimistic talk anywhere as to business conditions. The only trouble that we can find is the scarcity of money. This seems to be chronic in every section, and if this condition should be eliminated business would certainly be quite satisfactory."

Big December Trade.

The Stevens-Hepner Company, Limited, Port Elgin, write: "We increased our plant very largely a year ago and our trade each month during the past year has shown a large increase. This has been maintained right up to the present, the month of December showing an increase of 70 per cent. above last year. We have not as many orders ahead as we had a year ago but this is accounted for to some extent by the fact that with our increased capacity we have been able to make more prompt delivery. Besides a few dealers who usually buy their spring goods in November or December, have decided to wait until after the new year. We are working on orders with a full staff almost double that of a year ago, running full time and in our broom department we have not a dozen in stock as they go out as fast as we can make them. We look forward to a good spring trade."

Preparing for Good Season.

The R. McDougall Company, Limited, Galt, write: "As there was no reason for the shock to business interest we look for a speedy recovery and are preparing for as good a season as we have ever enjoyed. We are also of the opinion that present depression will do both employer and employe good, as both parties were a little inclined to 'get gay'. We, of course, might add that the sooner conditions become normal the better we will be pleased."

As Good As 1907.

The London Foundry Company, Limited, write: "At present things are very good, orders are beginning to come in, and it looks as though 1908 will, in every way, be as good a year as 1907. Inquiries are coming in every day for trucks and wheelbarrows, and mostly for these in large quantities. We believe that once the present money stringency is lifted the trade will be as lively as ever."

Outlook Brightening.

The Waterous Wire & Nail Works, Brantford, write: "We are, at present, busily engaged in making up stock for spring delivery and are running our factory with a full force of employes and full time. In fact, may say we have made our usual preparations for the trade and so far as we are able to judge at the present moment, this has a brighter outlook than it had a short time ago. We believe that, should we be blessed with our usual Canadian winter weather and the crop prospect

open out favorable in the spring, our trade will be equally as good as other years and that this will no doubt be affected somewhat by the scarcity of money, owing to the depression which has lately taken place in the United States, which, in reality, should not affect Canada to any very serious extent.

"Already our inquiries for goods are coming in for next season's delivery and we hope to have equally as good trade next year as we have had previously. Although it is somewhat early to speak definitely of this, yet we look for a brighter year in the future than we have had during the past. Our collections, though somewhat slow, are steadily coming in and we hope this will improve during the early part of the coming year."

Feed Shortage at Kingston.

W. B. Dalton & Sons, Kingston, write: "In this section of the province the conditions of trade are none too bright, and while there is no immediate fear of any great falling off, still there is a great shortage of feed for cattle, and the farmers have to spend the money in buying feed, which in other years they have been able to pay on their accounts with the country merchants. It, therefore, follows that many country merchants will, no doubt, be behind in their payments, and unless we should have another shortage of crops in the coming year, do not think there is any great cause for alarm at the present time."

Edwin Chown & Son, of Kingston, write: "Our section has suffered very much with the drought of 1907 and most of our farmers had to dispose of a good deal of their stock, as they did not have enough feed to winter them through. It has greatly reduced the prospects for the coming year in the dairy line, as cheese is the principal product of the farm in our section. Their spending power has been greatly reduced and will be for a year or two to come, as they have sold their young cattle, which will affect the future somewhat. Business at the present time is at a stand-still and is greatly lowered from last year."

1908 Full of Promise.

G. F. Sterne & Sons, of Brantford, write: "While business has been better with us, than has been the case for the last month or six weeks, things certainly are not bad enought to lead us to take a pessimistic view of the future, in fact, conditions force us to go to the opposite extreme, and take an optimistic view of everything in connection with our business as conditions seem to promise that 1908's business will be considerably larger than was that of the year which is just closing."

Other Opinions.

Walter Woods & Company, Hamilton, write: "While our trade has kept up well and collections have been fair, we feel that there has been for some time a general feeling of "go slow' on the part of buyers, and on the part of sellers (in most lines) a desire to push goods even at a slight discount, on going rates, if by so doing an order can be had. Owing to the careful buying of the past few months we look for an early sorting spring business, and hope that the speculative element has been eliminated to a great extent, and that trade will be the better for it."

J. H. Connor & Son, Ottawa, write: "Our business for the year was 14 per cent. more than in 1906. Our travelers report that dealers are not complaining of the business they are doing, but do not wish to place orders for future delivery, owing to the possibility of prices declining. We have every confidence that the business that will be done in 1908 will be fully as good as last year."

The Brantford Roofing Co. write:— "The prospects for the spring trade are as favorable now as they have been in previous years. We are not depending upon local business, however, having a large export business, and for this reason we are unable to give anything more definite. We do not consider that there is anything to be alarmed at in the immediate future."

Aylmer Iron Works, Aylmer, Ont., write: "During the last few months of the year business has been rather dull, but we are pleased to report a slight improvement at present and that prospects for 1908 are fairly bright."

The Gurney Scale Co,, Hamilton, write: "Our total sales of scales for 1907 was larger than any year since we have been in business, and can see no reason why 1908 should not be as good or better."

The Dundas Axe Works, of Dundas, write: "We see no reason why there should be any marked falling off in trade, but find merchants disinclined to place orders ahead for 1908."

Scarfe & Co., Brantford, write: "We do not see anything in the present situation to warrant serious fears of a trade depression. We are just closing the most successful year we have experienced in thirty-three years' business and are looking forward to 1908 as still better."

F. W. Bird & Son, Hamilton, write: "The year 1907 has been a banner one for us and business is all we could expect it to be at this season of the year. For 1908 the indications are very favorable."

The Belleville Hardware Company, Limited, Belleville, write: "From our standpoint things are flat. A year ago we had orders enough on our books for spring delivery to keep us going from four to six months. At the present time we have nothing on order for spring delivery. What the prospects are for the future is a mystery. We have no way of knowing, but believe that things will pick up in the spring. In the meantime we are making up a heavy stock to meet the rush."

The Durham Rubber Company, Bowmanville, write: "We have found a slight falling off in business during the last month or two, but nothing very serious. We attribute the same to the stringency of the money market for the past few months."

A. B. Jardine & Company, Hespeler, write: "Business is quiet with us at present, but we always find it so at this season of the year. We expect to have good business this year as we can see no reason for any prolonged depression."

The Hamilton Brass Manufacturing Company, Limited, write: "Our business for 1907 is far ahead of 1906, and from present indications look for a good spring business."

The D. F. Jones Manufacturing Co., Limited, Gananoque, writes: "We have found business in our line very dull for the past six months, and do not see any marked improvement, so we are looking for even a smaller volume of business in 1908 than we had in 1907."

HARDWARE TRADE GOSSIP.

Quebec.

E. Hall, of Linton & Hall, Calgary, is in Campbellford visiting his people, and will take in Montreal before returning to the West.

J. H. Cleland, manager of the Meaford Wheelbarrow Works, spent the holidays in Montreal, combining business and pleasure.

J. Burns, representing the Paterson Manufacturing Company, Montreal and Toronto, in Vancouver, has been visiting headquarters in Montreal.

The United States Steel Products Company, Montreal, are calling special attention to their manufactures of wire, which are particularly seasonable.

Archie Macfarlane has returned to Montreal from a trip to New England, where he visited the headquarters of several of the firms whose interests he represents.

C. M. Strange, of Lewis Bros., Montreal, has been visiting Ottawa for a couple of days on business.

The hardware stock owned by Morency & Cote, hardware merchants, Montreal, was damaged by fire this week.

The premises of Lockerby & McComb, manufacturers of tarred paper, Montreal, were practically gutted by fire on Monday night, damage being done to the amount of between $40,000 and $50,000. The property, however, is well insured. The employes of the firm had barely reached their homes when the first alarm was sent in. By the time the firemen arrived it was seen that it was too late to save the building in which was stored tar pitch and other materials required in the manufacture of tarred paper. Great alarm was felt for some time as the premises adjoin the large gas holder of the Light, Heat & Power Company, but luckily the wind changed and the flames were prevented from spreading. The Mount Royal Foundry was also in danger, but a thick wall saved the place from all but slight damage. D. W. Lockerby could give no reason for the origin of the fire.

Maritime Provinces.

Alexander John Hood, for forty-five years postmaster at Yarmouth, N.S., and one of the best-known men in western Nova Scotia, died a fortnight ago, after a year's illness. He was a native of Weymouth, N.S., where his parents settled after coming from England. He was in business as a dealer in tinware and stoves at the beginning of the Civil War, and made considerable money. In 1862 he was appointed postmaster. He is survived by a daughter, Mrs. Charters, of Point Duchene, N.B., four brothers and two sisters. One of his brothers is Mayor of Yarmouth, and another is sitting magistrate of Phoenix, B.C.

The Detroit River Tunnel

Subaqueous Tunnel being Constructed to Connect Detroit and Windsor—To be Completed in 1909—Novel Method of Construction.

In a very little while, measured by the swift flight of time in this era of rapid solution of transportation problems, the huge railway car ferries on the Detroit River will have passed from the traffic life of the busy stream. For many years these powerful steamers have transported the enormous freight tonnage and millions of travelers across the border between the two countries. The five trunk lines—the Michigan Central, the Grand Trunk System, the Wabash, the Pere Marquette and the Canadian Pacific—operate no less than ten of these car floats.

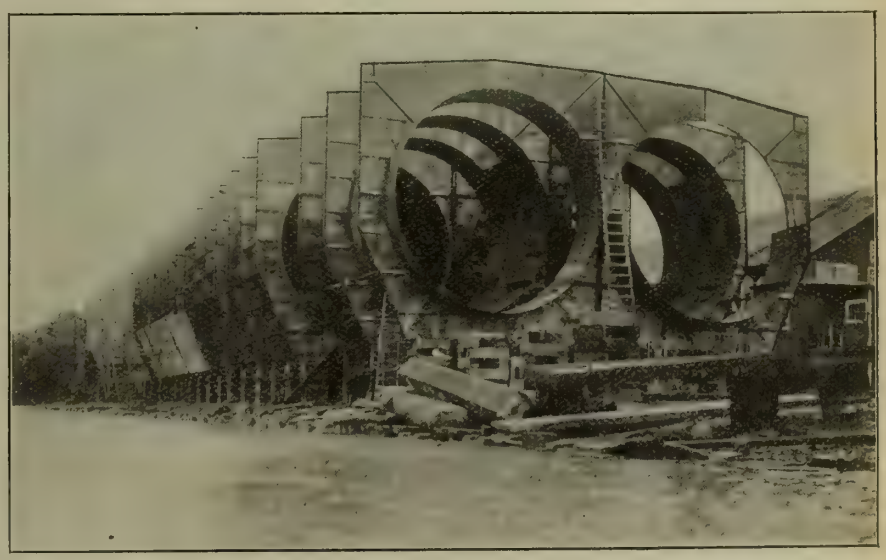
When the Detroit River tunnel, one of the most important railway enterprises of the present time, is completed, the through "limited" and express trains and the long heavy freights of all the trunk lines will pass below the bed of the river, and rise to the surface of another country in six to seven minutes. By the present system, about thirty minutes is lost in ferrying and switching each express train, and from four to seven hours in handling through freights; while perishables, which are given the preference over all other classes in quick ferriage, do not get under way again within three hours. In winter, when the ice floes brought down from Lake St. Clair by the swift current, often jam the river from bank to bank, the big steamers frequently become fast in the stream, and the delay from this cause to fast passenger service between the east and the west sometimes amounts to from three to twelve hours.

The saving in time and expense of operation in moving the heavy traffic across the river through a double-tracked tunnel, over the slow and uncertain ferry system, is deemed by the Michigan Central officials, in view of the ever-increasing tonnage of the road, of sufficient moment for the expenditure of $10,000,000 in the construction of the international tunnel-way. About three years ago the project was taken up by Henry B. Ledyard, the advisory board being appointed in June, 1905, composed of W. J. Wilgus, then chief engineer of the New York Central and in charge of the electrification of the New York City terminals; H. A. Carson, consulting engineer, who designed and built practically all of the Boston subways, and W. S. Kinnear, chief engineer of the tunnel, in charge of construction.

Instead of digging parallel bores through the tough blue clay far below the bed of the river, by means of shields driven by hydraulic rams, a great trench has been dredged out of the bottom of the river, in which are being sunk successive tubes of steel, 23 feet in diameter and 260 feet long, secured together by transverse stiffening diaphragms of steel at every 11 feet of their length. These tubes form the waterproofing of the tunnel proper, which consists of a solid ring of concrete, two feet in thickness, formed within the tubes. The width of the river between dock lines is about half a mile, and the sub-aqueous section of the tunnel, or part entirely under the river, will consist of ten of these twin tubes, with a total length of 2,622 feet. Along the bottom of the trench, rows of piles have been driven and capped, to form a bearing for the tubes.

The tubes are built at the shipyard of the Great Lakes Engineering Company 45 miles away. The ends of the tubes are "plugged" with stout wooden bulkheads, to render then water-tight. They are then launched into the river sideways, very much as lake ships are launched. Floating lightly on the water, and drawing no more than six feet, the tubes are towed by a tug down the river to the place where they are to be sunk. On top of the tubes and near each end are two air cylinders, ten feet in diameter and sixty feet long, strapped securely to the tube diaphragms, and these serve to regulate the settling of the tubes, as they slowly fill with water, which is admitted at the will of the engineers through gate valves in the bulkheads. There is also provided at each end a detachable upright, firmly braced to the section and of sufficient length to indicate the position of the tubes when they have been entirely submerged. These uprights also show the engineers the exact position of the tubes when they are resting on the piling, eighty feet below the surface of the river, and act in adjusting them in their position laterally, so as to bring the sections into alignment. The uprights extend about ten feet above the water when the section is in place. After all is prepared and proper precautions have been taken to check the least deviating movement, the gate valves are opened, and the tubes slowly settle into position.

Each tube as constructed in the shipyard, is provided at one end with a sleeve, which is slipped over the end of the adjoining tube already sunk and in position. The sleeve is fitted with a flange, which is bolted to a corresponding flange of the other tube, a rubber gasket being placed between the two. A similar gasket is slipped in at the inner end of the sleeve, bearing up against the edge of the other tube. When the bolts are in place and all is ready, divers turn up the nuts, thus squeezing the rubber gaskets together between the ends of the tubes to form a tight joint. An annular space of three inches by eighteen inches is thus formed all around the tube at the joint, which is then filled with a grout of pure cement. To this end, each sleeve is provided on the top with two small pipes, flexible at the joints and leading up to the cement scow floating above. The water in the space is then pumped out and if the least leak occurs in the main joint, there is more work for the divers in bolting up. When the joint is absolutely water-tight, pure cement is pumped into the space through one pipe and continued until it comes out through the other, which is evidence that the space is completely filled.



Front View of Tunnel Tubes Connecting Diaphragms.

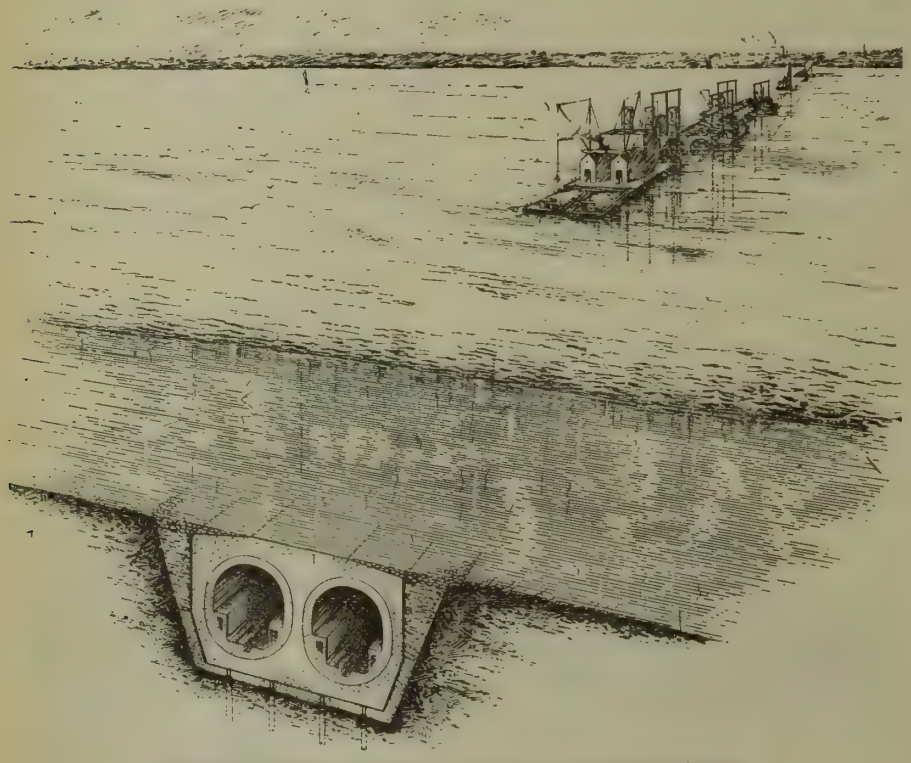
The water in the tubes is now pumped out and the inner bulkheads removed, leaving the space clear and dry to the outer bulkheads. Concrete gangs now come on the scene and, pushing their big, half-circular wood forms along into the new tubes, proceed to build up the tunnel itself, which is of solid concrete, varying in thickness

from two to five feet. The concrete tube is calculated to be of sufficient strength to withstand all strains and vibrations of the heaviest trains, the steel tubes serving as waterproofing protection, while the outer covering of concrete in turn is the steel tube preservative. On each side of the lower section of the tubes there are benches of concrete four feet high and two and a half feet wide at the top, to serve as passageways and places of refuge for the trackmen. When the concreting is completed there is a clear head room of eighteen feet from the tops of the rails to the centre of the arch.

Out in the stream are the cement scows, fitted out with the latest concrete mixers and with huge cranes and other devices for the rapid handling of the material from the lighters alongside. The scows are anchored as immobile as is possible in the swift current of the river, which is constantly churned into choppy waves by the hundreds of passing freighters and excursion and ferry boats plying the busy stream. By means of hoppers placed at the top of long vertical delivery pipes, the concrete, as it is prepared, is deposited in the trench exactly where it is needed, and comes in contact with the water only when it is spread over the surface of the gravel bed which was prepared for it. As the work goes on, the concrete is held in proper form about the tubes by three-inch oak planking, firmly braced and backed up with clay and river slime from the dredges, working in the trench farther out in the river. Concrete is also chuted down between the tubes and continued up over them for five feet, thus encompassing them in a solid, monolithic mass. The trench is then filled around the tunnel, and the top is covered with riprap.

The construction of the approach tunnels is proceeding on lines well established by the best engineering practice, and this part of the undertaking is a huge task of itself. Two shafts were first sunk at the river banks, one on each side, and from these excavating for the centre wall was carried on inland as far as other shafts and from them to the portals. Concrete gangs followed, building up the centre wall, and when this was completed, the bores were pushed forward by a modification of the shield methods of the New York tunnel work, the change being necessary because of the tough clay of the under stratum. The shafts near the river will be permanent, and they are lined with double walls of concrete. They will serve to ventilate the tunnel, and as trains move in each tube only in one direction, a constant circulation of air will be maintained.

Electricity will be the motive power used in hauling trains through the tunnel, and current from the power plant of a local concern has been arranged for. Only a small transforming station will be needed to convert the alternating current, commercially supplied, to direct current for the locomotive motors. For the operation of the tunnel, eight powerful electric locomotives are being constructed. It will be brilliantly lighted with electric lamps, and the walls will be clean and bright, for there will be none of the gas and soot that fill tunnels operated by steam locomotives. A system of block signals will be installed, and so arranged that no train or locomotive will enter either tube until the train ahead of it has passed beyond the summit on the other side.



Detroit—Windsor Tunnel, Looking Towards Canada.

OPENED SAMPLE ROOMS.

McClelland Bros., representing the Associated English Factories, Birmingham, England, have opened Canadian sample rooms at 23 Scott Street, Toronto, to display goods manufactured by the following English firms: The Welsh Tinplate and Metal Stamping Co., Llanelly; John Collyer & Co., Birmingham; Southern & Richardson, Sheffield; Charles Joyner & Co., Birmingham; Atkin & Son, Birmingham; Matthews & Timmings, Birmingham; Pugh & Co., Wednesbury, and W. Robertson, Warrington.

R. Fletcher, formerly of R. Fletcher & Son, Toronto, has been appointed Canadian manager, and the retail trade is invited to visit the sample rooms, which are large and newly decorated, and the lines on exhibition are all high class, these including tinware, enamelware, brass goods, fireplaces, electrical fixtures, cutlery, tools, etc.

In addition to the Toronto office a branch will be established in Vancouver next month, with Mr. Phelp of Birmingham in charge.

MANY HARDWAREMEN ELECTED.

Amongst those connected with the hardware and kindred trades elected to municipal office in Ontario on Jan. 6, were:

S. Stevely, London, mayor.
J. H. Crow, Welland, mayor.
J. C. Shaw, Wallaceburg, mayor.
J. R. Carscallen, Dresden, mayor.
T. C. Clare, Preston, mayor.
R. Parsons, London, alderman.
G. W. Armstrong, London, alderman.
H. W. Wright, Hamilton, alderman.
Hugh Sweeney, Hamilton, alderman.
Norman Clark, Hamilton, alderman.
Harry Southcott, St. Catharines, alderman.
Geo. Penfold, Guelph, alderman.
Harry Mahoney, Guelph, alderman.
W. H. Westman, Chatham, alderman.
John J. Coffey, Barrie, deputy reeve.
Harry Field Cobourg, councillor.
O. M. Hodson, East Toronto, councillor.
Wm. Linton, East Toronto, councillor.
J. S. Christie, Owen Sound councillor.
P. Shiells, Kincardine, councillor.
W. Conrad, Waterloo, councillor.
T. Brocklebank Arthur, councillor.
W. G. Scott, Mt. Forest, water commissioner.
W. F. Michus, Preston, water commissioner.
P. Chown, Kingston, school board.
J. T. Norton, Ingersoll, school board.

Allan Huber, traveler for the Canadian Aluminum Company, Chambly Canton, Que., was first reported as elected mayor of Berlin, with 6 majority, but later announced as defeated by 4 votes. D. McNabb, Orillia, was defeated for first deputy reeve by a small majority, and J. Walton Peart, St. Marys, also escaped election, polling a creditable vote.

If any other hardwaremen took part in the elections, Hardware and Metal will be pleased to receive a report of the results of their candidature.

A new warehouse is to be erected at Calgary, Alta., by the American-Abell Engine & Thresher Company, of Toronto.

Don't be a phonograph—merely repeating what you hear other men say. Analyze things for yourself—or keep still.

CAN WE HELP YOU ?



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case did not seem practicable to even the most progressive hardware men. If a man wanted to sell his busines he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Hardware Merchant in Canada

can take advantage of our "want ad." page. Ask yourself.

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but **you must take the first step.**

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates:

2c. per word first insertion.
1c. per word subsequent insertions.
Box Number, 5c. additional each insertion.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

TORONTO PLATE GLASS IMPORTING CO.'S

New Plate and Window Glass Warehouse and Works



Situated Don Speedway. Glass Bending Works, 209-213 Victoria St., Toronto

To Our Customers:

¶ Since the destruction of our fine offices, warehouse and factory, 135-143 Victoria St., last March, we have completed the erection of one of the best plate, sheet, and general glass warehouses, as illustrated on opposite page, with every modern device and convenience suggested by long observation and experience in the glass trade, acquired in Europe and Canada. In a word, our facilities are such that no order is too small and certainly not too large for us, in the manufacturing of stained glass and ornamenting of glass in all its branches, as well as bevelling and silvering of glass.

¶ Our machinery is all new, with every known improvement, enabling us to compete with the very lowest markets, domestic and foreign, and which enables us to turn out an article that cannot be excelled in point of quality, excellence and neatness, and our customers can thoroughly rely on the best satisfaction in both goods and deliveries.

¶ We wish to thank our customers for their sympathy in our disorganization through the fire, and to say to them that by strict attention to their orders for glass of all kinds, we hope to merit a larger share of their future business.

¶ We beg to solicit your orders for delivery from stock and import in the new year, 1908.

Toronto Plate Glass Importing Co.

(Hill & Rutherford)



If you have a sign over your door, you are an advertiser. The sign is intended to advertise your goods to passers-by.

An advertisement in Hardware and Metal is just so many thousands of signs spread over the Dominion of Canada.

If you want to secure a clerk or a tinsmith, if you want to buy or sell a business, if you have a counter or a show case for sale, or if you want to buy a set of tinsmith's tools or a second-hand typewriter—in fact, if you have any proposition which you want placed before hardwaremen, stove and tinware dealers in Canada, state your wants briefly on our "want ad." page and your message will be put on a sign board which will be seen and read by practically every dealer and manufacturer in the hardware, stove and tinware lines in Canada.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

SUPPORT HOME MERCHANTS.

The St. Mary's Journal has been doing some practical work during the past month or so, in drawing attention to the false claims of the catalogue houses and in removing the impression existing among farmers and some townspeople that money can be saved by sending cash to the big stores in Toronto, Montreal or Winnipeg, instead of patronizing the local merchants.

The Journal is doing a commendable work, which is certain to win the friendship of retailers and readers of this page will do well to pass this article on to their local publisher with the tip that he can to advantage follow the example of the Journal editor, who writes as follows :

Buy at Home.

"The people of St. Mary's are admirably served by local stores and do not need us to tell them so. St. Mary's dealers are fair dealers, satisfied with moderate profits and ever ready to oblige. Their stocks are large and well chosen. Above all they are the men to whom you apply for credit before harvest or till the market suits you to sell the products of the farm or of the workshop. It is fair to give them a chance for a reasonable living profit on your general trade. Then again the local dealer feels a responsibility that the cut and come again merchant at a distance does not have to feel. Take one year with another and a course of years following. We feel sure in the end that he is money in by trading at home, besides the growth of friendship between the merchant and his customer and the satisfaction of helping along your own town. Take your home paper, patronize your home merchant, circulate your cash as much as possible where you will have a chance of getting it again.

"There is not a doubt that many times people send their money to the departmental stores when it could be spent just as well at home. In fact, people in this neighborhood have been known to pay more for goods in Toronto than the same article would cost in St. Mary's. The reason for this is not that the local buyers do not like to leave their money with the home merchants. Money goes to Toronto because the senders imagine they are getting extra value. They read the department store advertisements and when in need of goods advertised send for them. One of the most successful country merchants in Ontario recently told the writer that the trade of the departmental stores had fallen off almost altogether in his vicinity. This result he ascribed to his advertising. "People were sending their money to Toronto," he said, "because they did not know we could sell here as cheaply as they do in the city. There is not a dollar sent away from here now for every ten that went away a few years ago." His method of advertising is simply telling the people of the goods he handles and the prices at which they may be purchased. The advertisements are carefully written and are just as readable as any other part of the paper. In this age of the world no merchant who makes success his watchword can afford to overlook this part of his business. If he neglects it the dollars he would otherwise get will go to his more enterprising competitors either at home or in the distant city."

Prices Compared.

The Journal backs the above up with a two-column article in which he took certain articles from Eaton's catalogue and compared the prices quoted therein with those asked by St. Mary's merchants.

For instance, on page 49 (No. E2-400) of Eaton's picture book the cheapest coon coat was priced at $50. Lofft's price at St. Mary's was $47.50. On page 68, item "E3-139," was quoted at $4.39. The St. Mary's price was $4 And so on all through a long list of groceries, dry goods, jewelry, etc. Coming down to hardware, the Journal editor says :

A farmer came into one of our hardware firms the other days and after looking around for a minute asked, 'How much is that axe ?"

"$1.25," replied the merchant.

"Why, I can get that axe at one of the Toronto departmental stores for 95 cents." said the disgusted farmer.

"I'll sell it to you at 95 cents, on the same terms as the departmental store." replied the merchant.

"I'll take it, then," was the quick response.

"All right," said the hardwareman, holding the axe in his hand.

"Give me 25 cents for express,
Give me 2 cents for postage,
Give me 3 cents for money order,
Give me 95 cents for the axe.

$1.25.

"Now, call in a week and I'll give you the axe."

Did the farmer see the point ?

Do you see it ?

If you do, buy your goods in your own town, select them with your own eyes, buy them on your own terms and take them home with you on the same day.

* * *

Opening his Toronto paper the other day a St. Mary's hardware merchant noticed that Victor flour sifters were being sold at a special price of 12 cents. The St. Mary's merchant had never sold one for more than 10 cents.

* * *

On page 276 of the Eaton catalogue is the Crown Huron stove, which is also being advertised in the Toronto papers as a special bargain, laid down at St. Mary's or any other station for $39 cash. The St. Mary's Hardware Co. carry the same stove, which may be seen on their main floor and which they sell any old day for $38 with 5 per cent. off for cash. They take that stove to the purchaser's home in the country and set it up for him and leave it with him for 30 days on trial. Compare the two bargains,

The Catalogue Merchant,
Gets from you $39 in advance.
Gives you therefor the stove at St. Mary's depot.
The Home Merchant,
Gives you the stove,
Carts it to your home,
Sets it up,
Leaves it a month on trial,
Waits for the money 30 days,
Returns you $1.90 for cash,
And charges you but $38 to begin with.

And yet to many buyers distant pastures look green. In many cases they are not as green as the buyers.

HONORS FOR PRESIDENT SCOTT

Speaking of the re-election of W. G. Scott as water commissioner of Mount Forest, and his nomination as mayor, (which he declined), the Mount Forest Confederate of Jan. 2 says :

"Commissioners Cook and Scott ably gave a splendid showing of their labors. The past year the electric light and waterworks have not only been able to meet expenses and pay principal and interest on their debentures, but there is a surplus of over $1,100. No wonder Mr. Scott got the tribute of a double nomination and election by acclamation."

DEPARTMENTAL STORE PAPERS.

The following extract from the last issue of White's Class Advertising shows how completely the Chicago papers carry out the wishes of their largest advertisers, the departmental stores :

"We have recently witnessed a striking evidence of the influence of the State street merchants in this city. Until the last few days of November, the daily papers talked every day of the scarcity of money, and the bankers wagged their heads lugubriously in every interview, though with cheerful hopes for the future, if everyone would be good. During the last week in November, however, the Christmas shopping usually begins in Chicago, and this year it started off very lightly. The big State St. merchants, with their stores full of holiday merchandise, bought last spring, began to get scared on their own part, and decided to take a hand in the financial situation. So, bright and early on Saturday morning, November 30, the Chicago papers came out with the most cheering stories of how clear the skies were, how the town was full of people here to attend the live stock show, all with money, how the banks had plenty of cash and would just as soon hand out real money as look at you, how everyone had money and it was going to be a bully good Christmas, so it was. And now, until after the holiday advertising season is over, the Chicago papers wouldn't publish a blue story for love or money."

Layfield and Williams, Vancouver, B.C., have been granted a permit for the erection of a market; cost, $26,500.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - 232 McGill Street, Telephone Main 1255
TORONTO - 10 Front Street East, Telephone Main 2701
WINNIPEG - 511 Union Bank Building, Telephone 3726
LONDON, ENG. - 88 Fleet Street, E.C. J. Meredith McKim, Telephone, Central 1296

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VANCOUVER, B.C. - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

NEXT MONTH'S CONVENTION.

Announcement will be made next week of the date of the annual convention of the Ontario Retail Hardware Association. The dates will be during the second week in February, when single fare and fare-and--one-third rates will be obtainable on all railways.

Retailers are urged to arrange their stocktaking dates so as not to conflict with the convention. Many are already doing this work, taking advantage of the slackness of trade during January to prepare for the coming year's trade.

The convention this year bids fair to be the best in the history of the association. The social features alone will be worth the cost of the trip to Toronto, while, in addition, the business of the convention and the "question box" discussion will be well worth listening to or participating in. Ideas worth tens of dollars can be picked up in a few minutes from other retailers at the convention.

SET THE DATES ON MONDAY.

A matter brought up at the annual meeting of the Canadian Commercial Travelers' Association last week is worthy of consideration by the powers that be. The travelers suggest and will try to arrange that the dates of Thanksgiving Day and of at least general elections be set so as to give them a chance to take advantage of the privileges enjoyed by the "non-drumming" public. The travelers are at home at the end of the week but Monday seems to be the day which would be most satisfactory.

The request seems only a just one. Th travelers are away from their homes and families all week and where such an arrangement is possible should be permitted to spend an extra day at home instead of idling at some point on the road. There are now over 22,000 travelers in Canada, a class which is large enough to demand, and to deserve that its requests should receive consideration.

SOME NEW YEAR'S ADVICE.

The man who does his work right is bound to get the head position because he has so little competition. In every line indifference and worthlessness are more in evidence than ability and worth to handle a business with willingness and despatch.

Consider the man who has brains and uses them to his employer's interest. This man is bound to be recognized as by close attention to work in working hours he will often stand out alone and sooner or later will attract the attention of his employer. So many young fellows are in the business because they must have money for their pleasures and excesses that the man who is interested in his work must surely rise to the responsible position. To build business—to sell goods or to manufacture them—these are the things, and the future of the man who will do his duty is assured.

Consider the man who feels himself above his work. He is getting perhaps ten dollars a week. He hasn't any new ideas for getting business and no ideal other than dressing above his income and shining in certain "social events" for the silly crowd of girls and men who make up his acquaintance.

He wonders why his neighbor is earning fifty or seventy-five dollars a week and because he refuses to see things right puts it down to pull. Pull sometimes helps a man to a position but "results" must be shown to hold a place.

Learn to do your work with your whole heart. During business hours keep your mind on your work and by absorbing such knowledge as will come your way you will not only find your work a pleasure but will fit yourself for a better position in the end.

This policy will, if followed, meet with success whether you are running your own business or working for another. Try to get in a line for which you have a natural liking; pay strict attention to business and your future is assured.

THE ABOLITION OF CREDIT.

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce—a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding position in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary—it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district he must rigorously exact the cash payment, otherwise the mail order house, the larger centres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

Everyone has settled down to dating their letters 1908, except when they forget, and matters are moving along smoothly, and with fair satisfaction. The pessimists are feeling themselves carefully all over to see whether they are all there, as few, if any, of their predictions for the end of the year have come true. Of course January and February have to be passed before there can be any real shouting, but there is a better and healthier tone in the city today than there has been for the last three months. It is going, as has been stated all along in these articles, to be a strain and a squeeze, but the West is all right and no one has been very seriously hurt. One wholesale meat dealer remarked last week that things were better than he expected. Have you evened up to last year? was asked, "Last year, I should say so," he replied. "Our December business is $40,000 better than December of 1906, and what is more, we will not have more than three accounts unpaid on December 31st." How do you account for it? "Simply because we have gone after the business harder and been more careful to see that men did not run long accounts." It might be stated that the turnover of December, 1906, for this house was over $200,000.

With the close of the year figures are to hand as to the amount of crop marketed and inspected during the four months of the present crop year, now completed, and these figures show that there is an unusually small amount of wheat in farmers' hands for this season. Returns to date are about as follows:

Wheat marketed in interior elevators	35,874,000
In border towns for shipment south, in bond, about	2,500,000
Required for seed	10,000,000
Required for milling west of Winnipeg	6,000,000
Total wheat accounted for	54,374,000

Taking the C.P.R. estimate of 70,144,928 bushels of wheat this would leave 15,770,928 bushels still in farmers' hands, but it is doubtful if the C.P.R. would make the same estimate to-day. The Free Press supplementary estimate of 62,000,000 to 63,000,000 is probably the most nearly correct, and this would leave only 7,000,000 or 8,000,000 still in farmers' hands for sale. In spite of frost and drought, and too much rain in some sections, the crop already forward has graded well, fully two-thirds going nearer four and better, while of the 28,864 cars inspected, 12,574 went contract grade. It is admitted, however, that the best of the wheat, with the exception of what has been retained for seed, is all forward, and that low grade is all that may be looked for, that is, there is practically no more milling wheat to come forward, beyond what has been set apart for interior mills.

The demand for all grades of wheat has continued good all week, with offerings very light. Feed wheat was especially active and demand forced the price 3c higher on the Saturday market that grade closing at 51½, Fort William, and No. 2 feed at 47. Nos. 4, 5 and 6 also show an increasing demand, and prices are relatively very high, No. 4 being sold at 91½c; No. 5 at 78½c, and No. 6 at 60c. Receipts of wheat are keeping up very well, and the amount in interior elevators is very small, compared with other years, while the percentage of the crop actually reaching the lake front is the largest in many years.

The returns from live stock, although they cannot be said to be a disappointment, as after last winter little was expected, are still regrettable in many ways. Export has suffered the most dropping from over 85,000 head in 1906 to 48,905 in 1907. Of this number, some 5,000 were exported to Chicago. On the other hand, there has been a largely increased consumption of butchers' cattle, the figures jumping from 40,897 in 1906 to 48,651 in 1907, and the price of butchers' cattle was higher for the year, the grand average being $3.91½, as against $3.55 per cwt. paid in June. The receipts of hogs show a slight decrease, and the average price for the year was only $6.79 per cwt., against $7.11 last year. For the first six months of 1907 the average price for hogs was $7.50 per cwt., but the heavy slump of the Chicago market had the effect of dropping prices here so that the average for the month of November was $5.65, and for December, $4.90. Total receipts for the year were 81,629; for 1906, 82,051, and for 1905, 70,239. Winnipeg's packing capacity is 450,000 hogs per year, so that it gives a faint idea of the enormous amount of bacon and ham that has to be imported to make up the deficiency. This is liable to be greater than ever for next year, as many farmers, disgusted with the drop in prices, and being offered large prices for their feed, have sold out everything.

Outside of grain and cattle, the question that has occupied the stage in Winnipeg this week is the purchase of the Bell Telephone System by the Provincial Government. It is early days yet to talk of the contract and whether the bargain is good or bad, for the public, of course, is not in a position to easily estimate just what such a system may be worth. Taving had some practical knowledge of the outlay of the company up to 1895, the writer of this article inclines to the opinion that every thing considered, the price of $3,300,000 is not excessive. The crux of the situation is whether or not the thing will be well managed. Taken as a whole, the people of the West incline to government ownership of telephones, the Roblin Government made very lavish promises when they inaugurated their telephone policy and promised greatly reduced rates. It remains to be seen whether they will live up to those promises under the new arrangement, there is now no opposition to hold them in check. If the operation is successful and cheaper, it will be a very strong argument in favor of government control of other utilities.

Reports of committees are the order of the day. One of those of vital interest to business men is the report of the committee on "Business Tax," which recommended that retailers and manufacturers pay about one-third of the amount they are now paying, that the tax on wholesale houses remain unchanged, but that departmental stores be included with them, these recommendations are radical in character. It is hoped that some definite arrangement will be arrived at, as for years this question of the business tax has been a source of annoyance and bickering.

Two of the recommendations of the committee are that an assessment commission consisting of three members be appointed who shall revise, examine into and compare the returns of the assessment commissioner and proceed to equalize the same so that each tract or lot of real property and business assessment shall be entered on the assessment roll at its true and fair value, and that the city apply to the legislature to secure power to deal with its own business tax without having the rate fixed by statute as at present.

The purchase of the Crown Bank by the Northern Bank is the last important business announcement of the week. The West looks with particular interest and favor on the doings of the Northern Bank, which is practically the first home bank of the West, and has made a remarkably good record for the time it has been open. The head office of the combined banks will, of course, be in Winnipeg, but the name will be changed to that of the Northern Crown Bank. In the two years of its operation the Northern Bank has opened 47 branches in the West, and as the Crown Bank has 24 branches all told, there will be 71 branches under the control of the new bank. Sir Daniel McMillan will remain president, and Mr. O'Grady, formerly general manager of the Northern, will be general manager of the Northern Crown Bank.

This combination will have the effect of drawing the East and West closer together, a most desirable thing in regard to out-banking institutions.

A method of producing castings has been patented by George Hale Brabrook, Taunton, Mass. It covers a process of making castings, such as ornamental bronze placques and similar articles, without flaw. The new invention uses amorphous or red phosphorus, which, when the mold is ready to receive the molten metal, is sprinkled in a thin layer within the cavity of the mold, so that the metal will come in contact with it when poured. Or the phosphorus may be mixed with kerosene oil and then the mixture sprayed onto the mold. The idea is to keep the metal sufficiently fluid to fill the mold well.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 72.)

MARKETS IN BRIEF.

Montreal.

Copper—Advance of ¼c.
Ingot Tin—Steady at $31.50.
Lead—Still at $4.50.
Antimony—No change.
Heavy Scrap Lead—¼c. lower.
Nails—Cut of 10c per keg.

Toronto.

Copper Kettles—Now 45 off.
Copper Pitts—Declined to 30 off.
Shot—Now 20 off.
Red Lead—Prices lower.
Turpentine—Advancing.
Copper—Firmer.
Lead—Steady.
Tin—Unchanged.

MONTREAL HARDWARE MARKETS

Montreal, Jan. 10.—A period of marking time has now set in for the hardware trade. Stocktaking is over and the travelers are out on the road and beginning to book their orders for spring delivery. For the present, therefore, there is very little doing, but next week should see a great change for the better. Stocks in most localities are light and when trade does open there is every reason to anticipate a good, healthy demand.

Dealers must not forget that manufacturers have been curtailing their output somewhat, and therefore it would be wise to order early and not wait until the last minute. The year is opening out in good shape. Travelers are confident as to the prospects and therefore there is every reason to believe that the belated retailer may find himself in an awkward position. With the last fall of snow the roads are in good condition, and the country trade is improving in consequence. Collections are fair, and altogether the outlook is promising for a good stimulation to trade within the next week or so.

Lumbermen's Supplies—Fair orders are coming in for immediate delivery, although the total is not quite so good as last year. Prospects are not so promising in this department as lumber concerns are not pushing operations so freely, owing to the financial situation. A greater number of men have gone into the bush than was at one time anticipated, but the scale of wage being lower than it was last year, the total is not up to average. Canthooks and peavies are being ordered in fair quantities for future deliveries.

Railroad Supplies—Owing to the railroad construction work going on in different sections of the country, there is a good demand for shovels, picks, blasting powder, and drill steel.

Nails—Prices in nails are somewhat lower this week, there being a reduction of 10c per keg. This cutting has not been brought about by the cost of raw material, which is still stiff, but by price competition amongst the makers. We now quote: $2.10 base, f.o.b., Montreal. The demand is fair for future delivery.

Axes and Crosscut Saws—A fair number of orders are being booked and now that the country roads are in better shape, an improvement in the demand is expected. Prices are firm.

Sporting Goods—The various lines are moving sluggishly, and but few sorting orders are coming in. Skates have moved freely, but dealers are now fully stocked in toboggans, snowshoes, and hockey sticks.

Screws—The situation is dull and unchanged. Until the season opens up there will be little demand and the factories are getting a fine opportunity to put themselves in better shape. The shortage which existed last year was greatly felt by the dealer.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 9.—The hardware jobbers are optimistic over the prospects for business during 1908. Stocktaking is over and the travelers have returned to their districts, after spending the holidays at headquarters. Several commodities have undergone slight changes during the week.

The spring goods are beginning to sell and booking for all these lines has received a satisfactory start. Price sheets and catalogues are the order of the day and the revised prices will be issued in a short time.

Booking for poultry netting is very good and present indications point to a sharp demand. The B. Greening Wire Company, Hamilton, have issued the following price list for spring. 2-inch mesh: Width in inches—12, 18, 24, 30, 36, 42, 48, 60, 72, 84 and 96. Price per roll of 50 yards—$1.80, $2.65, $3.40, $4, $4.75, $5.50, $6.20, $7.70, $9.20, $10.50, $12. It will be seen by the above that prices are considerably higher than last year's list, owing to the increased cost of material and manufacturing. The other sizes have similarly advanced in price.

Builders' Hardware and Supplies—These lines are beginning to move again after a lapse of several months, and booking for future delivery has received a start. An enormous call was made for these goods during 1907 and the prospects are that the business will again be satisfactory to the trade.

Curling Stones—The demand for curling stones has been exceptionally good this season, owing to the formation of many new clubs throughout the country. The Toronto price of stones runs about $17.50, with 10 per cent. off.

Shot—Following the fluctuations in the price of lead the discount on shot has increased from 10 to 20 per cent.

Solder and Soldering Irons—The demand has been increased by the decrease in the price lists. ½ to 1½ pound irons are now quoted at 40 cents, up to 2 pounds, and 37 cents over 2 pounds. Solder has also decreased, half and half being now 20 cents.

Copper and Brass Goods — Copper pitts have declined from 20 to 30 per cent. off and teapots have declined from 37½ to 45 per cent. off list.

Bolts and Nuts—The demand for bolts and nuts is still slow, though some booking is going on for spring delivery.

Screws—Screws are steady at present, there being no change in prices. Booking for futures is well under way and the market at present is well stocked.

Sporting Goods—The sporting goods trade is slow at present, owing principally to the lack of snow. Hockey goods have been in good demand all season and the returns are large.

MONTREAL METAL MARKETS.

Montreal, Jan. 10.—The metal market is dull as the reaction of the holidays is still being felt. Buying has been stimulated by the upward trend of prices, but not to any great extent, and the holding off so noticeable in the last few months still continues. It is evident that this cautiousness will be continued for some time, for although confidence seems to be returning to a certain degree, there is still the feeling that the markets must prove their stability before buyers open up freely. Therefore, although we look for an increase in the demand, it will be of slow growth, which is, after all, a matter of congratulation. A sudden inflation of prices with a possible reaction, would leave things in a worse condition than they were in the dark month of December. Producers are helping to steady the market by making nothing which has not been absolutely ordered, and which the buyer is ready to take at once. They are determined that prices shall not be cut to tempt buying, but to let the needs of the people create a demand, relying upon one salient fact that purchasing must improve for the simple reason that it could not be worse than it was in December.

Pig Iron—This metal is very quiet. Inquiries are indefinite, and beyond a few carloads moving from stock, there is nothing doing. Finished materials have weakened somewhat owing to a shading in pig iron, and on several lines there has been a cut in prices. As, however, there is no great accumulation of stocks by producers, a strengthening in the situation is expected when inquiries open out freely. There has been a cut of prices in the Old Country and we now quote Cleveland warrants 48s 9d. Prices locally are firm at: Middlesboro No. 1, $21.50; No. 3, $20.50; Summerlee, $25,58.

Copper—Copper has strengthened all the way round, and there seems to be some reason for the general belief that the rallying point has come with the New Year. There is a natural hesitancy in looking far ahead, and the price at present ruling locally, therefore, is not so sharply defined as it might be. There has been a stiffening, however, of ¼c, and we now quote 15c for casting ingots.

Ingot Tin—Tin has improved in the English market, and it looks as if a steady course of improvement had set in. There is still a premium of £1 per

ton on futures over spot. Although this upward tendency has strengthened the market here, quotations for large lots are still $31.50, with a stiffer price for small quantities.

Lead.—Although the English market shows an advance, being now £1 10s higher than the lowest point reached in the recent decline, there is no confidence placed in the situation, and in consequence the Old Country improvement has not strengthened prices in a relative degree here. We quote lead at 4½c, the price obtaining the previous week.

Antimony—There is no change in the market at present. Buying has improved for future deliveries, probably owing to the low price prevailing, Antimony certainly looks very cheap at present figures.

Spelter—Spelter continues to improve, and is now quoted higher, both in the foreign and American markets. There is, however, at present no change in the local price.

Old Materials—The market is still very dead. Buying is at a standstill, and no improvement is expected until the markets generally open out. There has been a shading in lead. We quote: Heavy copper and wire, 11½c; light copper 10c; heavy red brass 11c; heavy lead, 2½c; wrought iron, $12; No. 1 cast $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, Jan. 10.—It is too soon after the holidays for any marked change to be noticed but indications point to a realization of the hopes of jobbers that a buying movement will develop before the end of January. The continued fluctuations in the foreign markets do not tend, however, to strengthen the jobbers' position, although on the whole a general firming up is noticeable. As we have pointed out before—once a buying movement commences prices will be moved up a few points.

Pig Iron—While there are no changes to report the opinion of one large buyer in Toronto is that No. 2 foundry iron will settle to about $20 during the year with No. 3 English about a dollar less. Jobbers are holding firm, however, and last week's figures of $22.50 for Canadian and $21 for No. 3 Middlesboro still rule.

Ingot Tin—The principal feature in tin since the opening of the year 1908 has been the resumption of liquidation by the Chinese syndicate. It is variously estimated that the Straits and London interests combined still hold about 4,000 tons of tin, two-thirds of which is still probably at the Straits and the other third at London. Stocks at London at the close of the year were unusually heavy, being 5,622 tons, as compared with 2,481 tons at the close of 1906, while in the United States stocks were only 1,094 tons, against 2,122 tons at the close of 1906.

United States tin consumers have raised a protest because the United States Steel Corporation has sold to Welsh tin plate makers 100,000 tons of sheet and tin plate bars at ten dollars a ton cheaper than they are quoting manufacturers in the United States. Incidentally, the manufacturers of tin plate and sheets are chafing because they are unable to get steel bars at a price commensurate with prevailing conditions. Advocates of free trade have taken the incident as an argument for a reduction of iron and steel tariffs, which enable the United States Steel Corporation to hold up the American steel makers for $29 per ton, while the same product is laid down in Swansea at $21.90. The cost of transporting the bars to Wales is about $4.10 per ton, so that the actual price received f.o.b. Pittsburg is $17.80 per ton, as against $29 per ton quoted American mills in the Pittsburg district.

The resumption of 47 tin mills of the American Sheet & Tin Plate Company makes 97 mills belonging to this company in operation. This leaves, however, 145 mills idle, and of the 110 mills that belong to independent companies probably a smaller proportion will be active, so that consumption of tin in January is not likely to be greatly increased unless the expected reduction in the price of tin plate brings a rush of buying orders.

We still quote $31.50 for ingot tin.

Copper—Large shipments to Europe continue and foreign stocks must be heavy as the metal is not all going into consumption. Prices locally continue at 14½ to 15c.

Lead—A stronger tone has developed and quotations as high as 4½c are now made.

Antimony, zinc and spelter remain unchanged.

Old Materials—There has not been enough doing to establish new prices and the market continues weak.

LONDON, ENG., METAL MARKETS.

London, Jan. 7.—Cleveland warrants are quoted at 48s. 7½d., making prices as compared with last week, 4½d. higher.

Copper—Spot copper opened firm at £62 12s. 6d., futures at £63 5s., and after sales of 400 tons of spot and 800 tons of futures, closed firm at £62 15s. for spot and £63 10s. for futures, making price as compared with last week, 15s. higher on spot and futures.

Tin—Spot tin opened firm at £123 7s. 6d., futures at £124 10s., and after sales of 180 tons of spot and 600 tons of futures closed steady at £123 5s. for spot and £124 5s. for futures, making price as compared with last week, 5s. lower on spot and futures.

Spelter—The market closed at £19 10s., making price as compared with last week, unchanged.

Lead—The market closed at £14 10s., making price as compared with last week, 10s. higher.

U. S. METAL MARKETS.

Cleveland, O., Jan. 8.—The Iron Trade Review says: In the calendar year, 1907, there was produced by the blast furnaces of the United States a grand total of 25,299,732 tons of coke and anthracite pig iron, according to the complete returns. This make compares with a total tonnage of 24,874,184 in 1906, or a net gain of 425,548 tons. With annual charcoal iron production in excess of 400,000 tons, the total all pig iron output of the country in 1907 was approximately 25,750,000 tons.

Pig iron making began in 1907 at a high-record pace which increased as the year advanced and was then maintained without material variation for a period of 10 months. In March, a condition of floods in the Pittsburg district forced the banking of numerous stacks and diminished production accordingly. The first appreciable slump in the rate of output, however, came in November with the depression that fell upon all branches of the iron and steel industry and this grew even more marked in December, bringing the year, so suspiciously begun, to a close, characterized by a minimum production. In November and December the combined make was about 3,064,291 tons or about 69 per cent. of the average production in two of the preceding 10 months.

The low mark of the year in monthly blast furnace production in the United States was touched in December, when a total of 1,234,733 tons of coke pig iron were made. This compares with a total of 1,820,558 tons in November, a loss of 585,825 tons and with 2,359,690 tons in October, a loss of 1,124,957 tons.

U. S. IRON AND METAL TRADES.

New York, Jan. 9.—The Iron Age today says: To drop within less than three months from a rate of production of pig iron of 27,000,000 tons per annum to a rate of 12,000,000 tons on the first of January is what the industry has accomplished. It shows how thoroughly manufacturers have been imbued with the conviction that it is wiser to meet changed conditions rather than continue in the hope of early betterment and pile iron in the interval.

The returns show that the production of coke and anthracite pig iron during December was 1,234,279 gross tons, as compared with 1,828,125 tons in November and 2,336,972 tons in October. While there were 226 furnaces in blast on December 1, with a capacity of 347,372 tons per week, there were only 149 furnaces in operation at the opening of the current year, with a capacity of 232,652 tons, which is practically at the rate of 1,000,000 tons per month.

The output of the steel companies, which was 1,514,521 tons in October, fell to 659,459 tons in December. The merchant furnaces which lagged at first in adjusting themselves are now following suit. Their production was 822,451 tons in October, fell only to 744,011 tons in November, but dropped to 574,820 tons in December. During that interval there was some accumulation of metal. These figures are significant because they reflect closely the attitude and the action of the whole industry.

The majority of pig iron makers have withdrawn the lowest quotations which they have recently made, and the markets are firmer, although there are still some isolated sellers at former figures. Thus the leading southern producers are

asking $13.50 for No. 2. Foundry at Birmingham, and eastern furnace men are quoting $18.25 for No. 2 in the Philadelphia district, $17.75 to pipe foundries on the Delaware River, $18.50 at Jersey City and $19.50 in New England. Basic is quoted $17.25, delivered.

There has been more business in the leading distributing centres, both in foundry irons and in basic pig, and inquiries are more numerous, but the quantities involved are not large.

Reports from the finishing mills are rather discouraging. There has been some accumulation of orders, justifying temporary resumption of operations, but no really important new business has been booked. The rail trade is dull and the irregularity of prices in light rails seems to foreshadow lower prices. The structural mills have a little business in sight, among which is a 4,000 ton inquiry from the New York Central for terminal work, and the first instalment of 1,500 tons out of a total of 4,000 tons for the New Haven viaduct at Providence.

The leading interests have announced a reduction in prices of blue annealed sheets of $1 per net ton, of black sheets $2 per ton, except Nos. 29 and 30, which are down $3 per ton, of galvanized sheets $4 per ton, except Nos. 29 and 30, which are lowered $6 per ton, of painted roofing sheets 10 cents per square, and of galvanized roofing sheets of 15 cents a square. The larger reductions in galvanized material are due to the decline in spelter. The lower price of pig tin has led to a reduction of 20c per box in the price of tin plate.

In the Connellsville coke district product has been cut down in a manner unprecedented in the history of the industry. The wages have just been restored to the figures prevailing before the last advance in March of last year. Prices are weak and standard Connellsville furnace coke is being offered at $1.90, at oven.

Copper is steadier and first hands are asking 14c. for both electrolytic and lake, which second hands are shading slightly.

NEW GLASS FACTORY.

Hardware and Metal was somewhat surprised a few days ago to receive an invitation from Messrs. Hill and Rutherford, to inspect the new plant of the Toronto Plate Glass Importing Company. It seemed such a short time since we had seen their magnificent works on Victoria street a mass of flames, that we hardly thought it possible they could have recovered so completely in so short a time.

The new factory is a one-storey building, and is built of stone and brick. The average height of the roof is 18 feet, carried by columns 28 feet apart. It has a frontage on the Don roadway, (Don bridge, Queen street east), Toronto, of 292 feet, with a depth of 123 feet. As will be seen by illustration on another page, the building is extremely well lighted on all sides, the windows being 12 feet high by 11 feet wide. The boiler house is situated in the centre of the main frontage, over which is built the laboratory for the manufacture of material used in silvering mirrors. The vacuum system of steam heating was installed by the Toronto Furnace Company, who also looked after the plumbing.

Fire Protection.

A most efficient sprinkler system has been installed, carrying over 800 sprinkler heads. These are supplied by 8-inch water mains, with the city water service constantly turned on, so that it would be impossible for a fire to gain any headway. A 40,000-gallon water tank situated 30 feet above the building has been installed for use in emergency, if for any reason the city water service should fail.

Shipping Facilities.

The floor level of the whole building is raised 3 feet 6 inches, thus bringing the shipping door on a level with the lorries. For the handling of large cases of plate glass, with ease and safety, a powerful overhead traveling crane, 14 feet wide by 14 feet high, is used. It extends 15 feet over the shipping door entrance, and runs back 134 feet inside the building.

New Machines.

All the glass grinding, smoothing, bevelling and polishing machines are new, and made with many improvements suggested by long experience. The Toronto Plate Glass Importing Company have their own machine shop, and all their new machines have been designed and made by their own experts. The floors are concrete throughout, in which are sunk underground gullies, through which is transmitted the driving power to the machinery. The underground shafting does away with the necessity of overhead pulleys and belting, and not only saves a great deal of valuable space, but removes one of the most frequent causes of accidents to the men. The motive power is supplied by a 125 h.p. engine, in all making a most efficient and complete plant for the manufacture of mirror and bevelled glass.

A large stock of plate glass is constantly kept on hand, also a complete line of window glass. The firm aims to keep in stock 5,000 boxes of window glass and 250,000 feet of plate glass.

With their increased facilities, they will be able to go more extensively into such lines as fancy and colored, skylight and wired glass, leaded art glass, church windows, ornamented, ground, embossed and cut work. In fact, they have doubled their equipments in these departments.

A number of labor-saving machines and devices have been installed, and the firm will now employ 150 hands.

The glass bending works were not destroyed by fire, and have been in constant operation at 209-213 Victoria St. They bend upwards of 24,000 window panes annually, also the very latest plate glass windows.

Both Mr. Hill and Mr. Rutherford emphasized the fact that their customers had stood by them very loyally after the fire. They intimated, however, that they were now ready to give all their customers that prompt shipment for which they had been noted before their Victoria street plant was burned out. A cordial invitation is extended to the trade throughout Canada to visit the new plant at any time.

The employes of the Northern Engineering and Supply Company's tinsmithing department, Fort William, presented their foreman, Frank Cameron, with a handsome pipe and address on New Year's eve.

HARDWARE TRADE GOSSIP.

Western Canada.

The Moose Jaw Hardware Company, Moose Jaw, has completed the installation of a modern steam heating system with sectional boiler in the Brunswick Hotel, replacing the old hot air system.

Sullivan & Mears, hardware and furniture merchants, Brownlee, Sask., have sold their business to C. W. Gemby.

The North Vancouver Hardware Co. have commenced stocking their new store on Lonsdale Avenue. The store will be a creditable addition to the business section of the city, as it is intended to run the business on a large scale.

Ontario.

At the conclusion of the Port Arthur City Council meeting on Dec. 31, retiring Mayor Clavet, of Marks, Clavet & Dobie, hardware merchants, was presented with an illuminated address, a composite group picture of the first Council and a gold watch and chain, by the citizens, members of the Council and the Electric Railway Commissioners. The Mayor feelingly replied to the presentation.

H. E. Patterson, salesman for Geo. H. Awde, Drayton, was a caller at the Toronto office of Hardware and Metal a few days ago. Mr. Awde, he reports, is steadily regaining the strength lost during his stay in the Guelph hospital last summer, when a foot was amputated as a result of a cut received from broken glass some years before, when connected with the store of Henry Jones, Uxbridge.

Charles Morrison, of the James Morrison Brass Manufacturing Company, Toronto, has been spending a fortnight's holidays at Chicago, his work in the office being taken over by Mr. Hadley, Western Ontario salesman.

Charles E. Paton, of J. W. Paton & Co., hardware merchants, Toronto, was married on Jan. 1 to Miss Adeline Clark, of Fergus.

R. J. Lockhart, manager of the Gurney-Massey Company, Montreal, has been spending a few days in Toronto. He reports a very satisfactory year's trade in heating goods in Quebec Province.

Excavation work has been completed for the large new factory and office building to be erected on Adelaide street near York, Toronto, by the James Morrison Brass Manufacturing Company.

J. J. Kelly, formerly of Goderich, is establishing a stove and tinware business at Charlton, Ont.

Hoey & Ryan, Charlton, Ont., have been succeeded by Malcolm & Ryan.

S. A. McCartney's hardware store, Orangeville, was damaged by fire last week to a considerable extent. The blaze was caused by a defective chimney.

C. W. Clark, hardware merchant, Burk's Falls, has made an assignment for the benefit of his creditors.

The value of permits issued by the city of Toronto during 1907 was $14,225,800, an increase of more than $1,000,000 over 1906.

Quebec and Maritime Provinces

Goods From Wrecked Ocean Liner Have Had Effect on Trade at Halifax—The Mining Industry in Nova Scotia Reviewed — Building Operations at Chatham—Proposed Car Works at St. John.

ST. JOHN.

St. John, N.B., Jan. 7.—As was expected, business has been rather dull since the holiday season and merchants are busy taking stock. In wholesale circles the travelers have started out again on their tours, after spending the holidays at their homes.

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A joint committee of the treasury and safety boards of the common council met on Friday, Jan. 3, to consider the proposals of R. D. Isaacs with reference to establishing car works in St. John. Mr. Isaacs told the committee that a company had been formed and that $460,000 had already been subscribed, $60,000 of which was contributed in New Brunswick. It was proposed to capitalize at from $1,000,000 to $1,500,000, and that no difficulty would be experienced in raising the necessary funds, those principally interested being capitalists in the United States. The intention was to locate in St. John, provided the city would give 16½ acres of land free, exemption from taxes and water rates for twenty years and guarantee bonds of $200,000 to be secured by a first mortgage on the plant and assets of the company. Employment for not less than 400 men would be guaranteed at the start, when in full operation more than 1,000 men. The sum of $250,000 would be paid out annually in wages. Mr. Isaacs mentioned that offers to locate in Peterboro and Hamilton (Ont.) and St. John's (P.Q.) had been received, but the intention was to erect the plant in St. John as a more suitable centre, provided satisfactory arrangements could be made. He asked a definite answer by January 28.

* * *

The Intercolonial Railway authorities have completed the erection of a 100-ton set of scales at Gibson, York Co. The scales, which are as large as any on the Government railway system, rest in a solid concrete foundation.

* * *

The death occurred here on Thursday, Jan. 2, of Oliver J. Pitfield, for many years a noted figure in shipbuilding circles. He was 76 years of age. In the days when wooden shipbuilding was one of St. John's big industries, Mr. Pitfield was one of the city's most prominent citizens. He retired from active business life some years ago. He is survived by his wife, two sons and one daughter.

NEWCASTLE.

Newcastle, N.B., Jan. 6.—During 1907 Chatham, N.B., did a lot of building. The Miramichi Lumber Co. erected a rossing mill, containing twenty-eight rossing machines, and employing sixty persons. A large number of residences, stores and warehouses were built. The exterior of the new Roman Catholic cathedral has been completed. The new opera house, built by St. Michael's R. C. T. Society, is nearing completion. The exterior of Peter Archer's four storey hotel, the Touraine, has also been finished. To the town electric light plant has been added three new tubular boilers, feed pump, two alternators and switchboards, and two brick ells have been added to the power house.

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The York and Carleton Telephone Co. has received its charter. It has a capital stock of $5,000.

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At the coming session of the legislature, Moncton will ask for legislation to construct, operate, or lease a street raily in Moncton city and Shediac; also authority to issue bonds to $35,000 for proposed bonus to the Higgins Shoe Factory.

HALIFAX.

Halifax, N.S., Jan. 6.—The local market is being flooded with wrecked goods from the stranded Canadian Pacific Railway steamer, Mount Temple, and the sales of these goods have a disastrous effect on the legitimate business of the city. Included in the cargo salved is a large quantity of hardware of various kinds, and it is all being disposed of at public auction. In some cases high prices have been obtained for the goods, practically as much as the same class of goods could be purchased for at first hand. In one instance zinc spelter sold for 6½ cents per pound, and the same article can be purchased from any of the hardware stores for the same price, while large quantities can be had at even a lower figure. The goods consist principally of knives, scissors, wrenches, razors and other such lines. Very few of the hardwaremen buy any of the stock offering, but others do, and sell it on a small margin of profit.

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The production of gold in Nova Scotia for the past year is in round figures 13,500 ounces, produced from 620,000 tons of quartz, representing an average of $4.14 from each and every ton of quartz crushed. This production is practically the same as in 1906. Twenty-four mines have been in operation, employing 500 men. In addition to the gold extracted, considerable development work has been carried on. Several mines that have been in continuous operation have only crushed a few months out of the twelve, indeed, one company in operation during the whole year has not yet crushed a ton of ore other than for testing purposes. Foreign capital during the last year or two has been almost wholly directed towards Cobalt, and the several other districts recently opened up, this combined with the scarcity of labor, is undoubtedly one of the chief causes of the inactive condition of the industry when compared with past years. From present indications, a much larger production may be looked for this year.

* * *

John J. Drummond, managing director of the Londonderry Iron & Mining Company, in a review of the business during the past year, says: The general conditions in the mining department in 1907 were about the same as the previous year. Our company is using all native ores (in this we occupy rather a unique position among the iron furnaces of Canada), the only changes being the fact that all our development work is further ahead, and in better shape, than formerly. At the eastern end of our property, close to the Debert River, we have located and opened up a large body of high-grade ore; the balance of our local mines are working about as usual. At the Annapolis Mines, Torbrook, No. 1 shaft, is now producing two hundred tons of ore per day. No. 2 shaft is a new one, developed during the year. It was sunk two hundred feet on a rich vein of red Hematite, and is now producing sixty tons of ore per day on development work only. The general development work at these mines has been carried on steadily on a conservative basis, and during the coming spring we contemplate developing the water power at Nictana Falls, from which point we will get all the necessary power to operate the mines. The blast furnace was closed from June 24 to Sept. 7 for the installation of new machinery and other important improvements. During the balance of the year the furnace has been producing steadily. Owing to the shutdown, the pig iron output for the year will be necessarily small. The demand for iron has fallen off, but we think that with the opening of the New Year, trade is likely to revive to some extent. Owing to the general slump in trade, foreign manufacturers are naturally seeking our market, and are succeeding very well, a large quantity of pig iron is being imported.

CHROMO STEEL FILES.

W. Atkins & Co., Sheffield, have been experimenting with the new special chromo file made by an improved method which has been recently tested at the Sheffield Testing Works with excellent results. One side of the file submitted was dealt with, and the result works out for both sides as follows:—Total strokes, 270,000; strokes per minute, 51; hours at work, 88¼; filings removed, 10½ lbs. The makers claim that this is far in excess of any result known at the present time, and that it represents a very marked advance in the cutting power and durability of files.

TYPE BOOK WITHDRAWN.

The old type book giving samples of type in Hardware and Metal's composing room for the guidance of advertisement writers, has been cancelled, on account of the large quantity of new type put in service, the old type having been discarded. If any of our advertisers are using the old book they will understand that it is no longer of any use.

Reported by Ontario Correspondents

Many Hardwaremen Elected to Municipal Office—The Outlook for 1908 Considered Bright in Many Districts—Novel Guessing Contest at Barrie—Interesting Decision Regarding Assessment Exemptions at Chatham.

KINGSTON.

Kingston, Jan. 8.—The trade has somewhat quieted down after the holiday rush and most of the merchants are now taking stock, while others are taking advantage of the quiet season and are enjoying a well-earned rest. There is, however, quite a business being done in the smaller lines in Kingston. Skates, hockey sticks and other winter sporting goods are in great demand, and, taken altogether, there is quite a brisk business passing for this time of the year.

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J. W. Hunter, machinist, has opened a new general manufacturing and repair machine shop, on Montreal street. Mr. Hunter spent a number of years in the Locomotive Works here.

* * *

Allan Lemmon, of Lemmon & Sons, hardware merchants, who underwent an operation for appendicitis shortly before Christmas, was able to be removed from the hospital to his home on Saturday last, and is now getting on nicely. His many friends will be pleased to see him around again.

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A number of the hardware merchants of Kingston are putting on special January discount sales and are offering great reductions on most lines, in order to clear out the stocks now on hand and be prepared for the new lines ordered for spring.

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The Western Manufacturing Company have opened a branch office here on Brock street, and have issued circulars to advertise their "Western Heaters."

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Much sympathy is being extended to Mr. and Mrs. Hamilton, in the loss of their only child, whose death occurred on Saturday last after a short illness. Mr. Hamilton is one of the partners in the firm of Taylor & Hamilton, hardware merchants.

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Percy B. Chown, of the firm of E. Chown & Sons, hardware merchants, was one of the candidates elected to the Board of Education.

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It would be rather a difficult matter to state what prospects there may be in Kingston, with the opening of spring, as things seem to be a little unsettled at present. There will doubtless be a very late spring here, as the winter has not yet fully set in. Plans have been drawn for several private residences to be commenced as soon as the weather permits, but very little is being done along this line at present, and the dealers cannot give a very definite opinion on the subject until later, when they find what is in store for them and things become a little more settled.

PETERBORO.

There is a by-law in Peterboro to the effect that merchants and others living within a prescribed area must keep the pavement in front of their premises entirely free from snow. The enforcement of the by-law is proving a hard task for the chief of police. Some of the merchants believe that the walking is better when an inch or two of snow is left on the sidewalk and appear to be ruled by their own opinion and not by the by-law. There is considerable discussion over the matter and in some quarters the city council is being censured for passing such a law. The police were kept busy warning merchants after the recent snow storm.

HAMILTON.

Hamilton, Jan. 8.—The result of the municipal elections on Monday was very gratifying to the hardware and plumbing men of this city, three men directly and indirectly involved in these lines of trade, being selected as aldermen by the ratepayers. Those returned were H. G. Wright, of E. T. Wright & Company; Hugh C. Sweeney, stove dealer and tinsmith, and Norman J. Clark, of Adam Clark & Co., plumbers. All three took a prominent part in last year's Council, and Ald. Wright, although he gave notice that he was going to quit municipal life, acceded to the wishes of his friends and entered the field again. That his action was approved of by the public is best known by the fact of his re-election.

* * *

Ald. Sweeney was chairman of the Board of Works last year, one of the most important committees in the Council, and it is almost a certainty that he will receive that chairmanship again this year. Ald. Clark was chairman of the Fire and Water Committee, and under his able management many improvements were made in the Fire and Waterworks Departments. It is a foregone conclusion that he will be appointed to the same committee this year. Ald. Wright occupied the chairmanship of the House of Refuge Committee last year, but it is unlikely that he will occupy the same place this year, and he has no special desire to do so.

* * *

The passing of two by-laws, one to install a municipal street lighting plant and the other to purchase electric pumps for the waterworks system, in connection with the municipal elections, are also matters of considerable importance to the readers of Hardware and Metal in Hamilton, and, in fact, to every person in the community. The first-mentioned by-law was the piece de resistance of the elections and great interest was centred about it. This was due to the fact that the Dominion Power & Transmission Company has a monopoly of the electric market in Hamilton, an advantage which a large portion of the ratepayers sought to remove by the introduction of competition. The passing of the street lighting by-law was equivalent to endorsing the Hydro-Electric Power scheme, and thus it was that a battle royal was waged between the backers of the local power company and the advocates of the government power scheme. The by-law passed with a large majority, and the result will likely be that power users in Hamilton will reap the advantage in lower rates.

* * *

That Hamilton is a safe place as far as fires are concerned is proven by the report of Fire Chief TenEyck for the past year. The total loss by fires was only $85,343.92, or $37,712.50 less than last year. Three fires were responsible for the greater part of the loss, and two of them were at the premises of the Canadian Co-Operative Company and the foundry of Burrow, Stewart & Milne. The amount of insurance over loss was $1,789,120.80.

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The Banwell-Hoxie Wire Fence Company has just completed its gigantic contract of fencing 500 miles of the C.P.R. right-of-way in Manitoba.

* * *

The B. Greening Wire Company has increased its capital from $100,000 to $750,000. This firm has expanded and extended with such rapidity that it has grown to be one of the largest industries in the city.

* * *

The concensus of opinion among a number of hardware and stove dealers with reference to the outlook for this season's trade, was that in view of the condition of the market at present, it was decidedly difficult to give an opinion on the prospects. W. Jamieson, manager of Bowes, Jamieson & Company, while loath to endeavor to size up the situation, observed that he thought the season would be a little late in opening up this year owing to the fact that in some instances the market was overstocked from last season. The opening months of last year were comparatively quiet, and although trade was brisk in the concluding months, it was not sufficiently so to dispose of all the stocks. The result was that the first half of this season will in many cases be consumed in disposing of the balance of last year's stock. Generally speaking, he thought the season should be a good one, at least, that was what his firm was counting on.

George C. Stevenson, of the Burrow, Stewart and Milne firm, thought condition of the Western crops would have a large bearing on the trade, and until it was known how it was going to be, it was almost impossible to give anything like an accurate forcast of the condition of trade. Asked if he thought the financial situation or alleged hard times would be responsible for any setback in the trade, Mr. Stevenson said he did not think it would. So far his firm had not felt the effects of the stringency, and its accounts were being paid with satisfactory regularity.

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Among the retail hardware dealers it is almost impossible to get an expression of opinion of the outlook. There is practically no trade to speak of at present, and as the hardwaremen received such a surprise in the smallness of the Christmas buying, they doubtless feel rather pessimistic about the future. Whatever degree of hard times there is the hardwaremen seem to be receiving the full brunt of the condition, and from the present outlook, the prospects are not very good.

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A large number of factories and wholesale and retail establishments are closed down just now during stock taking operations. There is very little doing in the mercantile line, and the railways report that very little shipping is being done.

ST. CATHARINES.

St. Catharines, Jan. 6.—St. Catharines has lost one of its busiest and best paying manufactories, the automobile works, in which a number of Toronto capitalists are interested, which has closed its doors. The plant has been removed to Toronto, presumably considered a more central point, and with a much larger surrounding to make the concern pay larger dividends. By the stoppage of this plant several hundreds of skilled and well paid mechanics have been thrown out of employment. The company employed skilled labor with a few exceptions.

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Harry Southcott, of Coy Bros. & Southcott, was elected an alderman in St. George's ward on Monday.

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J. H. Crow, hardware merchant, Welland, was elected mayor of that growing town in the recent elections, being returned by acclamation.

GUELPH.

Guelph, January 7.—The election contests were only held in two wards, but they were exciting. Henry Mahoney, of the firm of Mahoney Bros., plumbers, was elected by acclamation, and George Penfold, of S. & G. Penfold, hardware dealers, won out in a hotly contested election in St. Patrick's Ward.

The bylaw authorizing the city council to contract for Niagara Power with the Hydro-Electric Power Commission was carried by 878 majority, the vote being 973 to 95.

The by-law to build a new waterworks was also carried by a big majority. The new works will cost $125,000. The money provides for four miles of 24-inch pipe, land damages, a new cement storage reservoir, covered, with a capacity of 500,000 gallons, at the pumping station; a new 2½ million gallon steam pump, a new boiler, a steel stand pipe, with a capacity of 500,000 gallons, erected in the highest point in the city, with an auxiliary main connecting the stand pipe with the pumping station, and the laying of new mains and house service.

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The fire escapes for the post office have arrived from their makers, the Shipway, Iron, Bell and Wire Co., Toronto, and will be erected immediately.

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T. McLagan, of the Bond Hardware Co., spent New Year's Day at his parents' home, Mitchell.

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Morgan White, of the Bond Hardware Co., is a competitor for the prize of $100 for the most popular man, offered by the Guelph Daily Herald. He has over 44,000 votes and is well up in the competition.

* * *

Joseph Foster, of the Canada Stove Works, Harriston, was sandbagged and robbed of $1,200, a legacy from England.

GALT.

Galt, Jan. 8.—Your Galt correspondent, since his last budget, has interviewed, briefly, the various manufacturers and hardware merchants in town, with a view to ascertaining the prospects for business during the present year. The general feeling was one of optimism, and the general opinion was to the effect that the worst of the financial storm had been safely weathered and that public confidence had been partly, if not wholly, restored.

J. H. LeFavor, of the Canadian Brass Works, manufacturers of plumbers' supplies, said that while the situation had at no time affected his line of business to any extent, the prospects for the future were very bright. Increasing orders were being received and the outlook for the year was all that could be desired.

Mr. Scott, of the Galt Brass Works, said that his company, being recently put into operation, was not in a position to compare the business of other years, but he had unbounded confidence in the possibilities of the year. His venture was meeting with every success and he saw ahead a very prosperous year.

The different plumbers were interviewed, and the general opinion that prevailed was to the effect that nothing need be apprehended in the way of slackness during the year.

* * *

W. J. McMurtry, hardware merchant, said that he had every reason to look forward to an increase in business during the present year. The public had confidence in the situation, and there appeared to be no reason for a decline in any line of the hardware business.

Mr. Tait, of Tait & Brown, successors to Theron Buchanan, was very optimistic, as were also the other dealers interviewed. In a word, the result of the interviews was "unbounded confidence in the future."

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The power by-law carried in Galt by a handsome majority, when the bitter opposition to its passage is considered. The people realized that the measure was in their best interests, and it went.

* * *

Jas. Douglas, of the W. J. McMurtry hardware store, last year a member of the council, was not a candidate this year. By his retirement the trade in Galt is left without a representative on the board. The grocers are this year represented by Mr. Pat Radigan, while Mr. T. A. Rutherford, president of the Retail Merchants' Association, was elected to the public school board.

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A number of merchants are using electric fans, to prevent their windows being frosted. The idea is very satisfactory, and is said to be much superior to the glycerine method.

* * *

Lockhart & Co., plumbers, are busy these days. They have just completed a church contract near Sheffield, and are at present engaged on a large contract in Galt. Mr. Lockhart is an enterprising young citizen and his work gains for him increased patronage.

STRATFORD.

The reports of sickness (smallpox) which have been circulated throughout the country, have to a certain extent injured the trade of local merchants, but during the days just previous to Christmas, there was no indication of any depression in business, as store after store along the main streets was crowded with buyers. The immense market on Saturday brought out a large crowd of people from the surrounding districts and every township in the county had representatives in the city who were all gathered together for one common purpose—that of purchasing Christmas gifts for their friends and relatives, such as could not be secured at the smaller population centres.

LONDON.

London, Jan. 7.—To size up the business outlook just now is rather a difficult matter. Take the stove line, for instance. The season does not properly open until April, and in view of the fact that there is no telling what a month or a week may bring forth, it will at once be seen that to hazard even a guess as to the prospects at present would be premature. Nevertheless, there is in evidence the activity in the foundries usual at this time of the year, so that manufacturers are evidently not looking for hard times. There is this to be said, however, that there must be quite a stock of stoves in dealers' hands for, owing to the panicky feeling aroused by the monetary stringency, combined with the mild win-

ter, many people have been induced to defer buying to a time when new stoves will be needed and there is more certainty as to the industrial outlook.

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As regards the hardware business, those engaged in it speak more freely. For instance, a representative of a well known jobbing house declares that with his firm last year's business was away ahead of that of 1906, and that notwithstanding the talk of hard times and tightness of money, they were carrying fully $10,000 less paper than they had on their hands a year ago. This man, though admitting it was rather early to speak definitely as to the future, was most optimistic. "Mark my words," said he. "1908 will turn out all right." Retailers see nothing of a discouraging nature in the outlook. "Of course," said one of them, "there is no telling how deep-seated the money stringency panic is, but in any event, I can see no reason for taking a gloomy view of the situation. On the contrary, we are preparing for a big season's business and will be much disappointed if we don't make good."

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The election of Ald. Samuel Stevely to the mayoralty of the city is most popular, his majority of over 1,000



MAYOR-ELECT STEVELY, LONDON.

A Stove and Tinware Merchant who has Won the Chief Magistracy of the Forest City.

being one of the largest ever polled in a similar contest here. Mr. Stevely is a native of this county and has lived in the city almost all his life. For many years he has been engaged in the stove and tinware business and has built up a large trade. In addition to serving several years on the board of aldermen he has for some time been a leading spirit in the board of trade, at present holding the office of president of that body. The only other metal men successful in Monday's elections are Alderman-elect George W. Armstrong, manager of the London brass works, and Robert Parsons, the east end hardware merchant.

The Hobbs Manufacturing Company has in contemplation the erection of a large warehouse and manufacturing plant and removal from their present premises, as soon as negotiations between the city and Grand Trunk for the elevation of tracks have been completed. Manager Fields says the delay in settling the matter is causing the company considerable trouble, as they can made no definite move toward the erection of a new warehouse until the city and the railway come to terms. It is proposed to erect a building that will give more floor space than any other in the city.

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A writ for unstated damages has been served on George White & Sons, proprietors of the engine works on King Street west, in behalf of Wm. Westhead. Westhead was employed by the firm as a mechanic, and was, he alleges, attending to his work on Nov. 12, when three steel rollers fell off a truck upon his left foot, crushing it badly.

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The E. Leonard & Sons engine works have been closed down for a couple of weeks, but have started up again with a full quota of workmen—some 180 in all. For the present, eight hours will constitute a day's work.

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There is no truth in the rumor circulated locally that an arrangement had been reached by the Wilcox Manufacturing Company with its creditors and that the firm would shortly resume operations. On the contrary, the estate will be wound up and the plant offered for sale shortly.

CHATHAM.

Chatham, Jan. 7.—One of the hottest election contests in recent years terminated on Monday with the election of Thos. Scullard as mayor, in a three-cornered contest. A gratifying feature of the aldermanic contest was the return of Ald. W. H. Westman, chairman of the industrial committee during 1907 and junior member of the hardware firm of Westman Bros. Mr. Westman is already being spoken of as a mayoralty possibility for 1909.

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J. C. Shaw, of the J. C. Shaw Hardware Co., is mayor of Wallaceburg for 1908. Mr. Shaw has served on the council for several years, and the high esteem of his fellow citizens was shown by his election by acclamation.

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The first week of 1908 has been a very encouraging one for hardware men. While the continued warm weather has, of course, exercised a certain hampering effect on trade, nevertheless, several hardware men report business to be better than it was at the same time last year.

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The death occurred at Blenheim on January 3 of Mrs. J. W. Fleming, wife of the well-known hardware merchant of that place. Mrs. Fleming had been in poor health for a long time, death being hastened by a recent paralytic stroke. Mrs. Fleming came to Blenheim from Dover township a few years ago, when her husband established his present prosperous business. Besides her husband she leaves a grown-up family, two sons being also associated with the firm of J. W. Fleming & Sons.

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A decision of more than passing interest to "exempt" industries throughout Ontario has just been handed down by A Bell, senior county court judge, of this city, with reference to the Wallaceburg Sugar Co.

At the June session of the county council, the assessment equalization by-law added $400,000 to Wallaceburg's assessment. The Sugar City very naturally appealed against this decision. Judge Bell sustained the appeal, with costs. He found, however, that the building and assessable plant were worth $88,700 in excess of their fixed assessment, and this amount he added to Wallaceburg's assessment for county purposes.

When the industry was established the town fixed the assessment at $20,000.

The judge's decision upsets the notion generally prevalent that if a municipality not separate from the county passes a by-law exempting an industry from taxation, the county is bound to exempt it also. In a word, the exemption by-law does not bind the county, and the industry is liable for the county rate on its full assessable value.

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Optimism is the keynote of the opinions expressed by local hardwaremen with reference to the trade outlook for 1908.

And indeed, the outlook for 1908 is to-day fully twenty-five per cent. brighter than it was a month ago. The universal tendency is to look upon the "tight money" cry as a thing of the past, and the conviction is everywhere expressed that the revival in business which has already begun is destined to continue. The scare of last autumn will unquestionably have a beneficial effect. It will introduce into business an element of caution which prosperity did much to drive out. More care will probably be exercised in the matter of credits, and a tendency to limit buying may be looked for. The result, however, will be merely that business will take on a healthier tone. While business in the "gross" will not look so big, taken from the "net" point of view, it will be actually bigger.

Chatham's prosperity depends to a considerable extent upon that of the surrounding country. If the farmers are well off, the merchants benefit; and this is true in hardware as in other lines. Whatever crop shortage there was in 1907 has been largely offset by higher prices. The hard winter which many looked for is not proving as hard as was anticipated; in fact, farmers on the average are as well fixed as could be expected. This item has an encouraging effect on business.

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The industrial outlook here is steadily improving. During December most of the factories in the city either shut down or ran for shorter hours than in the earlier part of the year. This is an invariable rule. In some cases this state of affairs was slightly more pronounced than in previous years; but the annual shut-down, received, in consequence of the prevailing hard times talk, far more attention than it justified. A careful

canvass of the local industrial situation shows that the various industries are once more starting up, just as in previous years, and that the outlook is bright. There will probably be a tendency to limit production to a certain extent. Hence, factories will not run over-time so much as they have done in the past few years. Still, the average workingman's prospects of earning a livelihood will not be appreciably impaired. The opening of the new Wolverine brass factory this month will contribute quite a bit to strengthening confidence in local circles. The company has a large Canadian trade, and the diversion of this business from Grand Rapids to Chatham will benefit this city by just so much. Manager Cornelius anticipates a steady growth in business, and states that he regards the outlook as very encouraging.

The prospects for building during the coming year are good. It is probable that the coming year will in this respect equal 1907, or at least come very near it.

Taken as a whole, the outlook is that, unless a reaction of some sort sets in, the coming year will, as regards the hardware and allied trades, prove in the net result a very satisfactory one.

BARRIE.

Barrie, Jan. 6.—Two local merchants had a good business drawing card in the way of a guessing contest. One merchant had a large glass confectionery jar filled with small white beans, and the person guessing the nearest number of beans in the jar received a handsome china set and likewise the 2nd, 3rd and 4th competitor nearest the number. This scheme proved very good for business. The merchant said that his business was doubled by it.

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In the elections here on Jan. 6. Ald. J. J. Coffey, hardware merchant, was elected second deputy reeve by a majority of 160 in a warm contest, he opposing the proposed local option by-law.

West of the Great Lakes

Saskatoon Iron Works Under New Management—Railway Construction Work Under Way—Prince Albert's Trade Shows Increase.

SASKATOON.

Saskatoon, Jan. 3.—During the week preceding Christmas the stores were open every evening until ten o'clock, as is the usual custom, to allow customers plenty of time to make their purchases. It was most noticeable that the departmental stores received most of the public patronage, being able to supply all the wants of the customer. At times it would seem that little regard was paid to the "financial stringency." At any rate the children were not forgotten, for there was the usual big run on toys and Christmas tree decorations, and hard cash changed hands in considerable quantities.

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Considering everything, the trade of the past year has been fairly good. The first two months of the new year are usually quiet, but with the moving of the wheat and the loosening of the money problem, merchants are looking forward to doing a good business. There is every indication that the coming year will be a busy one in Saskatoon for, apart from private enterprise, the development of the railways is to be considered. Nearly all outside labor has ceased, but we are assured that things will again hum as soon as the weather permits. Besides other buildings in view the courthouse and the post office will receive the contractor's attention at an early date. The plans of the Grand Trunk Pacific regarding Saskatoon have not yet been ascertained, but it is certain that they will spend a considerable sum of money in the city, on buildings of one kind or another. The fact also that this is recognized as a railway centre will not only lead to enquiries, but will lead to the establishing of new businesses. Several carloads of steel arrived within the last few days for the Grand Trunk Pacific bridge. The first span is almost completed, but of late work has been slow, owing to the non-arrival of the material. Four piers yet remain to be finished on the Canadian Pacific bridge. It is expected that this bridge will not be finished for about six months yet, but work still goes on as the pile bridge now in use is not considered of sufficient strength to stand the ice jam in the spring.

* * *

The last meeting of the city council for this year was held on Monday night. Several matters of importance came up for discussion, the chief being the question of the Goose Lake branch of the Canadian Northern Railway into Saskatoon. The company wants to run its line into the city by way of the Crescent, and the owners of this property are asking reimbursement to the amount of fifty per cent. for depreciation in value. The property has been valued by a representative of the company, assisted by a city man, and the company considers fifty per cent. unreasonable. A delegation of the property owners were present and Mayor Wilson stated that if a fair valuation of the property is arrived at, say twenty-five per cent., they would be very short sighted if they did not accept it. The proposed line means much to the Goose Lake farmers, who are blaming the city for causing the delay in the completion of the road. Another important matter was the reading of a letter from the second vice-president of the Canadian Pacific Railway regarding the traffic attachment to their bridge here, which is to cost $20,000. The council discussed the matter and it was decided to accept the offer of the company to pay $20,000 in five year bonds. The telephone franchise question was brought up but was laid over until next meeting.

The plans of the new milling and elevator company have almost been completed. The company is composed of local men and a mill will be erected here. Elevators are planned for different places, but headquarters will be in Saskatoon, and work will commence as soon as weather will permit, in the spring. In the meantime it is the intention of the proprietors to build an elevator at Delisle, another at Zealandia, and one in the vicinity of Lanigan. It is possible that a fourth will be erected on the new line of the Grand Trunk Pacific east of the city at some future date. By establishing these elevators at various points in the vicinity the company will greatly enlarge their field of operations and increase the volume of business in the city here. The fact that all the elevators in this district could not accommodate the crops this year proves that there is ample room for an industry of this kind. It is gratifying to know that local men are at the head of this enterprise, and it is to be hoped that by next fall they will be in shape to help relieve the farmers of their wheat.

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The Saskatoon Iron Works have closed down for a month, owing to the new company taking over the interests of C. Splayford. The works will open on the first of February under the direction of the joint stock company which was organized a few weeks ago.

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Generally speaking, the volume of business done in Prince Albert this year exceeded that of last, although the Christmas trade did not come up to its usual standard. It is the general impression that people did not spend so freely during the holidays as they have done in former years, although a good deal of toys, cutlery and goods suitable for gifts, changed hands.

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Several outbreaks of fire occurred in Battleford last week, supposed to be of incendiary origin. A planing mill and several office buildings were destroyed.

ODDITIES OF GASOLINE.

A gasoline tank rarely explodes. It cannot unless it contains gasoline vapor and air in explosive proportions, which latter condition is almost never present. It does not explode because it contains too little air or too much gasoline. Even if a tank of gasoline were to burst from heat applied to its exterior, the confined heavy gas would not explode if in contact with flame or fire, but would burn instead. A tank of gasoline with no vent could do considerable damage were it to burst and throw burning oil and flaming gas about, but 1,000 gallons of gasoline in a vessel's bilges would not be so dangerous from explosion as a hundredth of that amount. The larger quantity would burn rapidly, while the smaller amount would be sufficient, if mixed with the proper amount of air, to demolish utterly almost any boat.

Taking the Annual Inventory

Various Methods Now in Use by Retail Trade—The Sporting Goods Dealer Tells How Some Retailers Try to Deceive Themselves, Only to Be Fooled Later.

Inventory days come to men in every phase of activity at regular intervals. There is an instinctive desire in men to keep constantly posted as to their latitude and longtitude or, to use a colloquial phrase, to know "where they stand." They must not only be prudent and look forward, but they must also be wise and look backward. They must rid themselves of the obsolete and "worn-out," and free themselves of all encumbrances to step forward into the future. The politician at frequent times in his public career takes an inventory of the various planks in his policy, eliminates one here, adds another there, and therefore preserves that modernity in his policy, a quality that makes all things valuable and attractive. The manufacturer has two things to look after. He must see that his machines are thoroughly up-to-date, that they are turning out the money-bringing product with the minimum flaw production. He must also see that the goods he is making are modern and keep pace with the constantly changing tastes of sportsmen. If any one line of goods is becoming old-fashioned and unseasonable, he must cease producing them, and if there is any superfluous stock he must dispose of it at a minimum loss.

The retail dealer will soon be taking his annual inventory. There are many opinions on how to take an inventory. Any of them that admits of the stock being listed for just what it is worth will do. The main fact is not to deceive one's self. That is the tendency among too many dealers. Most of us like to look on the bright side. After we have worked hard for months we like to see the figures come out on the right side of the ledger. It is impossible to swell the cash. It is impossible to get away from the fact that we owe so much money. But in accounts and notes receivable, in value of stock and value of buildings we get a fine chance to play tricks on ourselves when we are figuring "net profit" and "personal worth." In times when the values of some goods are advancing it is easy to figure the advance too strong. The tendency is to figure the inventory of goods too high, anyway. And the tendency is just as strong to figure some accounts and notes at 100 cents on the dollar that ought to be charged to the profit and loss accounts. And when we come to figure real estate we get strong.

It is not what we hope the goods to bring. That is not the basis for the inventory. It is what they will actually bring. Some dealers take everything at invoice price and figure flat reductions, or changes one way or the other from those figures. That does not arrive a actual value satisfactorily.

Each dealer should know his stock. He can by carefully organizing his clerks have it carefully listed, item by item, and the condition of the goods set down opposite each entry. The pricing of the inventory should be done by the dealer himself. He knows the markets—has a pretty good idea of values. Each article must be judged on its own qualifications. Look the situation squarely in the face and price each item at what you think it will actually bring. That will give you an inventory which will be of some value in figuring the profits of the last six months.

When you get to accounts and notes receivable look the situation squarely in the face again. What accounts are good, what are bad, and what are uncertain? Do you know the hopeless ones? They must go to profit and loss. Have you built a store building, bought a farm, or acquired any other property? Place a just estimate upon it. Don't try to fool yourself. Sooner or later you may have to undeceive yourself and recognize the fact that you have not made as much money as the books showed. It is all very well to talk about the value of a swelled inventory and a swelled financial showing when it comes to exhibiting the books to prospective purchasers of the business. But the swelled inventory is likely to do you more harm before that time arrives than you will ever gain by such methods. Then, too, the man who comes to buy your business is quite likely to be looking for such things in your business showing, and he will discount it. The blanks reproduced herewith are typical of those used by the retail dealer of the present day to take an inventory.

STOCK REPORT.

Date.....190.....

Called for by .....

Department ..... Clerk .....

Article .....

Condition of Stock .....

Date of previous report .....

MEMORANDUM OF STOCK ON HAND

Name of Article.	Quantity On Hand.	Quantity Wanted.
.....	.....	.....
.....	.....	.....
.....	.....	.....
.....	.....	.....

Date memo. received .....

Signed for by .....

STOCK RECORD.

No. or Size.

Sales. Date.	Inv.	Recd.	Ord'd.
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

HOLD EVERY CUSTOMER.

To keep the customer should be the aim of every retailer, who should go any length within reason to accomplish this end, says the Hardware Trade.

Every successful merchant has upbuilded his trade by conscientious and consistent effort. Success in merchandising does not come with a rush, it is not the incident of a day but the steady, slow, yet none the less sure growth from day to day, from year to year.

Some of the successful retailers of today have been very close to the slough of despond and have won success through trial and tribulation. Others have progressed steady. The successful merchant will go far to hold a customer—if he is worth the effort.

It must be presumed that every customer with a grievance, fancied or real, is actually honest until such time as the reverse is proven. Grievances must be given careful consideration, not by one of the clerks, but by the head of the house, except where his absence, in a case wherein an immediate decision might be necessary. It is not wise for a merchant to stand in his own light over an argument involving a small amount wherein a good customer is on the opposite side. Even though you may know that you are in the right, it is better to lose a dollar or two than to get into an argument with a good customer, a discussion that would endanger his trade. Moreover, every man and every woman has some influence among those with whom they associate in their neighborhood.

Whenever a complaint is presented, the proprietor or his manager should promise immediate investigation and when the latter is made it should be thorough. There should be no complaint in the matter of accounts. With the system available at the present day, with the autograph duplicating system, each day's record should be very plain. With the duplicate slips, one to the customer and the other to the file, there is little opportunity for error. There is not much exchange or "on approval" business in the country, as compared with the volume in the large cities.

That a merchant should go far to reach an amicable settlement or adjustment on all matters of dispute with their customers, does not mean that a retailer should yield to, extortionate demands, that he should permit himself to be browbeaten or placed at a disadvantage. He should, however, as a home merchant, be especially posted on the standing of every customer. He should know the value of their trade and make concession from what he believes is right only when by so doing he will be the more able to cement pleasant relations with good customers, whose trade is worth having. He should investigate to the fullest extent every claim made and make an honest effort to reach an amicable conclusion. It will inspire confidence on the part of the people with a grievance, and they will approve of your mercantile methods.

"Do not cut off your nose to spite your face." Do not let the difference of a dollar in dispute, drive away a customer doing $50 to $100 business with you every 30 or 60 days. Investigate, convince if you can, but if you cannot, use good common sense in a final agreement. Mistakes are always possible.

Use system in keeping your accounts, use system in handling your cash, in knowing your position when the closing time comes each and every day. If you haven't a good safe, you should have one book with accounts checked up to the close of business, at your home every night. Fires are frequent, and it is hard to collect accounts where the books have been lost.

CATALOGUES.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE AND METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

1908 Calendars.

Amongst the calendars for the coming year, received by Hardware and Metal, are a large beautiful girl's head hanger from E. K. Spinney, Yarmouth, N.S.; a "Westward, Ho," scene from Gil. Julian, Ottawa; a blacksmith shop view from Ludger Gravel, Montreal, and pastoral scenes from Purvis Bros., Sudbury, and Carter Bros., Picton.

Pocket Price Book.

D. H. Howden & Co., wholesale hardware, London, have been supplying their customers with a very serviceable pocket price book, indexed, for keeping track of different items and containing a number of list prices of wire, nails, bolts, glass, etc., for handy reference at the back of the book. The books are such as will be appreciated by any hardware merchant receiving a copy.

Accident Insurance Policy.

A novel holiday remembrance sent to the customers of the Galt Art Metal Co., Galt, by that company, was a removable pocket note book in a leather cover, one of the pockets containing an accident insurance policy for $1,000. The souvenir is a costly one, and should be appreciated by all who receive it. The company will be glad to supply samples of their goods to any hardware merchant in Canada who is interested in art metal building material.

EELS AS MOTORS.

It has long been known that electric eels were capable of producing considerable amounts of electricity, and it occurred to some scientists in the tropics to measure this force. Copper wire collars were put about the necks of 100 eels. They were placed in the zinc bath and connections were made between all the collars and a motor. It was found that they generated enough power to run a motor car twenty-four hours. The power from one eel was sufficient to produce a 45-candle incandescent light. In the same proportion, it is estimated that 200,000 eels (which could be placed in a tank measuring not more than 12 feet each way) would produce 400,000 horse-power. This would run the biggest ocean steamer now afloat.

The International Fence Co., Limited, London, has been incorporated to manufacture and deal in iron, wire and steel products, in the Province of Ontario. The company has an authorized stock of $300,000, half of which is preferred, and half common. The provisional directors are F. W. McLaren, C. B. Hillier, Edmund Meredith, Jessie M. Ellis and Rose Riley, all of London.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

A SOLINGEN manufacturer of pocket cutlery razors and scissors is open to appoint an agent for the sale of his goods in Canada; his present agent is retiring from business. This is a good opportunity for a young man with a small capital to make money, as the cutlery has a large sale with the best retail trade. It is necessary to carry a stock of about $3,000. Apply to Box A, HARDWARE AND METAL, Montreal.

AGENCY WANTED

WANTED—Sole agency for high class line of hot air furnaces by reliable hardware firm at Calgary, Alta. Address Box 678, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and Stove Business; stock $1,500, fixtures $200, at 65c. on the dollar; established 1892; must be sold. J. D. Murdoch & Co., Simcoe, Ont. [2]

ESTABLISHED, growing, paying business — furnaces, stoves, kitchen goods, etc.—in live city; good stand; long lease; low rental. A fine opportunity. Owner has other interests. Box 682, HARDWARE AND METAL, Toronto. (3)

FOR SALE — A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (1)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED — Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of cut nails, sizes 60D to 3D; no 40D or 4D in stock; stock in first class order; price $2 base, F.O.B. Paisley. A. Sinclair Estate, Paisley, Ont. [5]

FOR SALE—Set of tinsmith's tools worth $300 for $150; $90 Taylor safe for $60; 100 gallon Bowser oil tank for $25. All above in A1 condition and must be sold for cash. Apply Iveson L. Cooke, Fenelon Falls. (2)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Traveling salesman. Apply by letter, stating experience and giving references. The Gurney Foundry Co., Limited, Toronto. (1)

WANTED—Experienced salesman for our specialties to work Montreal and eastward. Canadian that speaks French preferred. Address Wolverine Brass Works, Grand Rapids, Michigan. (1)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

DO you want to learn sheet metal pattern drafting? a postal card will bring you full particulars; we also sell patterns for any kind of sheet metal work. The Sheet Metal School, Galt, Ont. (3)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

Assignee's Notice of Sale

UNDER and by virtue of the powers contained in a certain assignment, which will be produced at the time of sale, there will be offered for sale by tender the $1,600.00 hardware stock of Messrs. Caley Bros., in the Town of Latchford, consisting of miners' and prospectors' supplies, hardware, paints, oils, glass, tools, notions, tinware and general shelf hardware, show cases, furnace, safe, etc., etc.

Tenders will be received by the undersigned up till Saturday the eighteenth day of January, 1908, and will be opened at the office of the undersigned in the Town of Latchford, on Monday, the twentieth day of January, 1908.

TERMS—Each tender must be accompanied by a marked cheque for twenty per cent. of the amount thereof, cheque to be applied on purchase money of tender, if it be accepted, otherwise to be returned to the tenderer, balance of purchase money to be paid in two equal instalments to be secured by paper bearing current rates of interest, acceptable to the Canadian Bank of Commerce, Latchford.

For further particulars and conditions of sale apply to

SCOTT, SCOTT & MacGREGOR,
Latchford, Ontario,
Vendor's Solicitors.

Dated at Latchford this 10th day of December, 1907.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Jan. 10, Room 511, Union Bank Bldg, Winnipeg, Man.

There is practically no change in the hardware situation in the West this week, and the usual quietness prevails, although all wholesalers are optimistic of the immediate future. Stocktaking is in full swing. There are several changes in market quotations this week, principal of which is with regard to shot, which has made a very material decline. All classes have been reduced from 50 to 90 cents. Rope and wire nails show slight declines, as well as turpentine in barrel lots, which has dropped about 12 per cent. during the past week.

Rope—Sisal, 10½c per pound and pure manila, 14¾c. British manila, 11¾c.

Lanterns—Cold blast,. per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base, oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11. $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3.00 f.o.b. Winnipeg and $2.55 fo.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅝ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅝ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅝ and under, 55; 7-16 and over. 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper, No. 7, 36½c; No. 8, 37½c; No. 9. 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10. 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent. and other lines, 70 and 10 per cent.

Blocks—steel blocks, 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings; 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.00.

Tinware, Etc.—Pressed, retinned, 70 pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines, 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's. 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Bluestone—7c lb.

Lath yarn—10¾c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2 Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66; Buffalo, tarred, 69c; Lion, plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel. $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Plainished copper, 33½ per pound.; plain, 28½c.

Iron Pipe — Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½. $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼ in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1 $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Galvanized Iron — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c, solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c.; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 70c; Calgary, 97c; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

DISCOVERY OF NICKEL.

The mineral resources of New South Wales have recently been further proved by an important discovery of nickel. From time to time traces of nickel have been detected in certain manganese and other ores, and lately, together with platinum and palladium, in a remarkable copper ore near Broken Hill. The carbonate of nickel has now been found near Bingara, and specimens which have been forwarded to the Mines Department consist of serpentine traversed by veins of nickel. Odd pieces, not specially picked, assayed about 13 per cent. of metallic nickel and 1 per cent. of metallic cobalt.

The Bakeries Company, Limited, Victoria, B.C., have taken out a permit for a $9.300 building.

LETTER BOX.

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Curling Stones.

A. S. Smith, Moosomin, Sask., writes: "We would like to know if you can put us in touch with some one in Winnipeg or Toronto who can supply us with curling stones at once."

Two Toronto firms handling curling stones are Keith & Fitzsimmons, and Rice Lewis & Son.—Editor.

The Supply Cornered.

The Northern Engineering & Supply Co., Fort William, writes: "We would be pleased to have you send us the names of some of the firms of your city and Montreal who handle roofing slate."

The Roofers Supply Co., Toronto, is the only firm who import this slate, to our knowledge. The Canadian supply is limited and is all handled by the Roofers Supply Co. This company also import large quantities of the slate from the Pennsylvania quarries.—Editor.

Tortoise Stoves.

W. P. Millar, Calgary, Alta., recently of Brockville, writes: "Re Tortoise stoves, note the inquiry of your Kingston subscriber and beg to advise that the No. 5 is the largest size at present being manufactured in this country, but larger sizes are made in England, where this line originated."—Editor.

An American Address.

Brantford "Subscriber" writes: "Kindly let us know through your letter box the American address of the Welsbach Co., manufacturers of gas burners, mantles, etc."

The address of the Welsbach Co. is 68-70 Wabash avenue, Chicago.—Editor.

Snow Plows.

In a recent issue two subscribers inquired the address of a firm manufacturing snow plows. Since then we have received the name of H. Seurey, Barrie, who, we are informed, manufactures a high-class plow.—Editor.

In all probability a railway freight bureau will shortly be added to the departments of the Montreal Board of Trade to handle matters connected with the shipping interests of the members. Various subsidiary organizations have all approved of the idea, but further action has been deferred until the presidents of the branch associations have had time to confer with their members.

The Grand Trunk Pacific will purchase 600,000 railroad ties during the winter. The ties will be gathered at Edmonton, The first shipment, consisting of 100,000, left British Columbia on December 1st.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' HOUSE PAINT

is our attainment—it is right because

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WINNIPEG and CALGARY

Practical Talks on Warm Air Heating

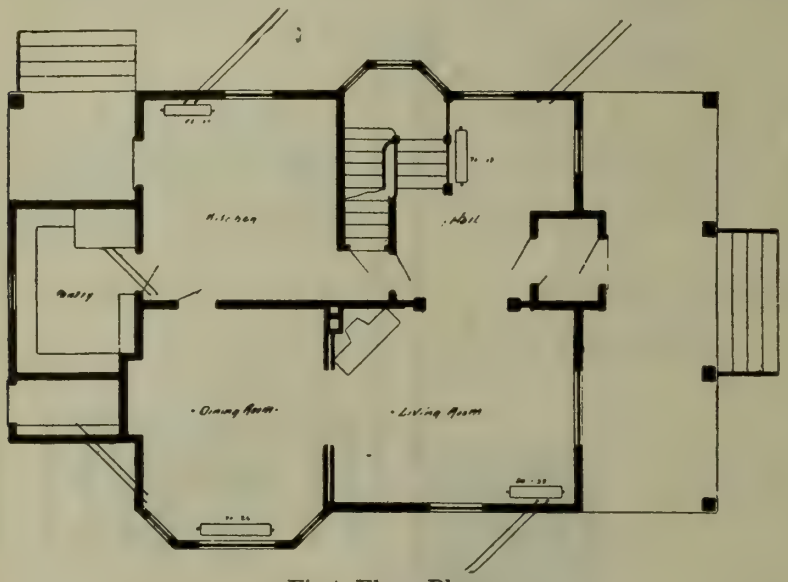
The Eleventh of a Series of Articles by E. H. Roberts.

Open Tank Hot Water Plant.

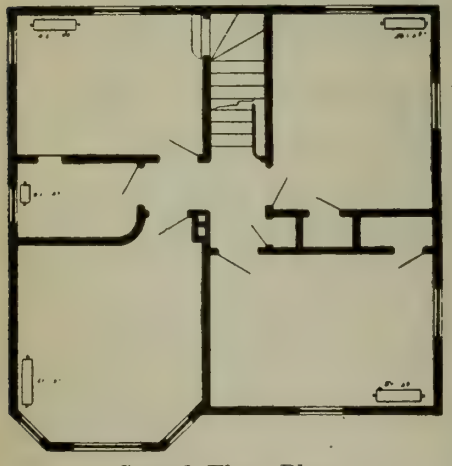
It is not at all a difficult matter to install a hot water plant, and in the opinion of the writer there is no good reason why hardware dealers generally should not make hot water heating just as much a part of their business as stoves or furnaces.

The circulation of the water in any hot water system depends entirely upon gravity—the warm water rising while the cooler water seeks a lower level; therefore, it is absolutely essential that both the flow and return pipes should have a continual rise from the boiler to the radiators. Ordinarily an elevation of one inch to every ten feet is considered sufficient, but the greater the elevation of the pipes the more rapid will be the circulation of the water and the more satisfactory the operation of the plant.

Sometimes it is rather difficult to maintain the grade of piping while working around timbers or over foundation walls, and not infrequently a pipe will be unintentionally trapped—that is, the natural grade will be reversed for a short distance—and, as a consequence, the circulation of the water through that pipe will be impeded. The only way to guard against mistakes of this kind is to use a level and to take a great deal of pains in making the short connections. Not only is it necessary to have the pipes properly graded, but the arrangement of the mains and the method of connecting the branches with the mains is almost equally important.

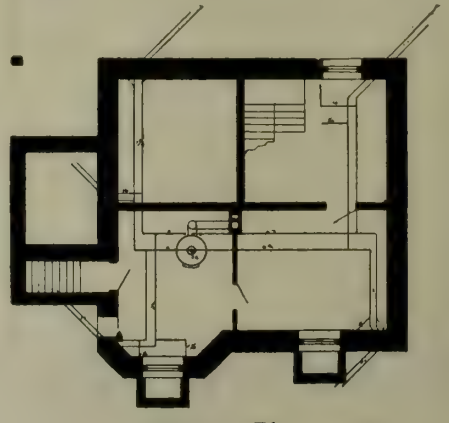


First Floor Plan.



Second Floor Plan.

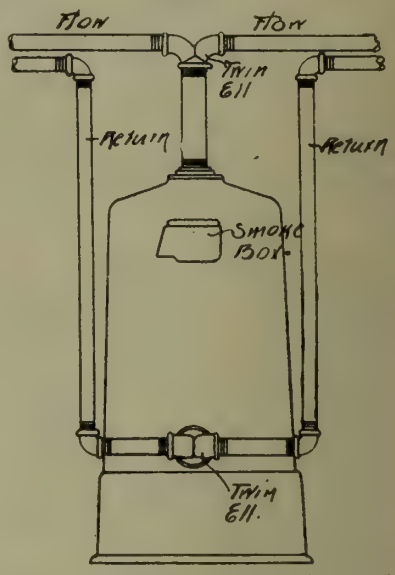
If you will refer to the basement plan shown here you will notice that there is one flow main to feed the radiators on one side of the building and another for the radiators on the opposite side. This arrangement equalizes the water travel to some extent and ensures a comparatively even temperature of the water in all the radiators.



Basement Plan.

Where Branches Are Taken Off Mains.

Where the branches are taken off the mains, it is advisable to elevate the branch a little above the level of the main so as to induce a stronger circulation than could be secured were the tee so placed that the branch was taken straight out of the side and the fittings necessary to make a proper connection between the main and the branch are shown on accompanying detail.



Detail Showing Method of Connecting Up Boiler With Two Sets of Mains, Using twin elbows.



Branching-off Main.

The return pipes are usually run parallel with the flow pipes and should have exactly the same grade. The method of connecting the return branches with the return mains is also the same as with the flow pipes, so the fittings and pipe required for a hot water plant can be roughly estimated at just double that necessary for the flow pipes alone.

In order to determine the sizes of pipes required, first find out the proper size for the farthest radiator and constantly increasing the size of pipes as more radiators are added: for example, to feed two 1 inch pipes will require one 1¼ inch pipe; to feed one

1¼ inch and one 1 inch will require one 1½ inch pipe.

Where the boiler is provided with only single tappings for flow and return connections and it is desirable to divide the water, substantially as shown on basement plan, it is, of course, necessary to provide fittings that will allow the water to circulate in opposite directions. A bull-headed tee will divide the water, but this can be accomplished much better and with less friction by using a twin elbow, as shown on boiler detail. The reason for dividing the return mains at base of boiler, as shown on detail, is to avoid the smoke pipe, which is usually at the back.

An expansion tank of some kind is necessary unless other provision is made for the expansion of the water in the system. Sometimes a hot water plant is run under city pressure or has an open connection with a supply tank in attic, but in such cases there is always the possibility of flooding the house should a fitting split or a leak develop in some upstairs pipe. The expansion tank should be located above the highest radiator and connected with some return pipe at any convenient point.

To fill the system the water can be introduced into the expansion tank, but if there is city water or a supply tank in the building, connection can be made with the system and a shut-off or gate valve provided to close off the supply as soon as there is sufficient water in the system.

METHODS OF SELLING STOVES.

"When a woman comes in to buy a stove she does not have much idea what she is after," says a hardware dealer in a Western exchange. "She wants a stove that will bake well, burns the least possible fuel, looks well and costs as little as possible. That's all she knows about it.

"There is no use asking her what size she wants—or anything nearer than to find out if she wants a large, medium or small range. For myself, I generally size the customer up and show her what I think will answer the purpose. If she looks like a boardinghouse keeper, for instance, or appears to be quite wealthy, I show her one of the six nine-inch cover ranges with all appliances. If I have made a mistake she soon lets me know and no harm is done. If I see that she is more likely to want a $15 or $20 cook I show her one of these.

Doesn't Mention Price.

"I do not say anything about price at first, unless she asks me. I take her over the display floor and pull a range out from among the others, so that she can see it all around. Then I point out its good features—the size of the oven (which is very important), explain why it is a good baker, how the firebox is constructed so as to economize fuel, how the damper and the different drafts work, the way the oven door swings, how easily the stove is cleaned out, the size of the reservoir, or the waterfront, how the firebox is arranged so as to burn either coal or wood, etc. In other words, I show all the good points of the stove.

Gives Customer Time.

"But this should not be done all in one breath, like a book agent talks to keep you from saying 'No.' I always give the customer time to ask any questions and answer them fully. Very often she will have some particular point in mind, as to how the stove will burn a certain kind of fuel, or how the oven will bake on the bottom, or some other point on which her old stove has given trouble. She wants to avoid this in buying again.

The Baking Qualities.

"But the baking qualities of the stove are the ones that appeal to women in almost every case, so it is well to have them at the tongue's end. With a man, now, I emphasize the wearing qualities of the stove. When a woman brings her husband in to see the stove before making her final decision I point out to him the material from which the stove is constructed and call attention to its lasting qualities. These appeal more generally to the man who foots the bill.

"Sometimes while the stove is being examined the customer asks the price. If she intimates that it is too high or shows that she thinks so, I call her attention to another stove not so high priced. I do not say, 'Here is a cheaper one,' of course, but I show off the good points of the other stove and when she asks tell the price."

SELLING A RANGE.

"How do I sell a range?" repeated one of the best salesmen in a well known hardware store. "Well, I hardly know how I do it. I might say that I find out what the customer wants and then give it to him—or it is generally 'her.' That's about all I know about it.

"Selling a stove is no harder than selling anything else, but it is more important than selling some small object on which the profit may be but a few cents. It therefore pays to take pains with each customer. If I do not have what she wants on the floor, I go



and get a catalogue that shows what she is after, or as near it as possible. Frequently I make sales this way. Here is where it is necessary to study the catalogues and know where each kind of stove is to be found.

Some Peculiar Questions.

"I find that there are some peculiar questions fired at me. For instance, the other day a woman wanted to know if the range I was showing her would bake custard pie. She said that her old stove never would bake it, although it did very well for anything else. I assured her that the stove would bake anything that any stove would, although I had never seen it bake just that variety of pie. I had a suspicion that something else than the stove was the matter with the custard pie, but of course I did not say so.

"And speaking of baking, I have found it very convenient to know exactly how long it will take each stove to bake certain things. Biscuits seem to be the standard among the cooks, so I know either from demonstrations or from the literature of the manufacturer just how long it takes for the range to bake a batch of biscuits. They run all the way from three minutes to fifteen, but I hardly ever emphasize the three minuted record as that time is made only under the best possible conditions, with everything perfect. The quick baking stove is not always capable of doing that when attached to the ordinary chimney and burning miscellaneous fuel."—The Hardware Trade.

STOVE INDUSTRY IN CHINA.

During the year 1906 stoves and grates were imported into China to the value of 178,402 taels (1 tael equals 83 cents), the largest portion of which, a value of 131,887 taels, coming from Germany. These stoves are used almost entirely by the European and other foreign residents of China, and only to a small extent by the Chinese natives. Small heating stoves are, however, gradually coming into use among the Chinese, and as coal becomes more plentiful throughout China there is every possibility that there will be a greatly increased call for these goods. The class of heating stoves used by the natives themselves are locally produced brick structures built in the shape of a bed and known as a "kang." A fire is built under this and serves to keep the family partially warm when they sit or recline upon it. Charcoal braziers are also used in the better class houses and a small charcoal brazier enclosed in a basket, is worn under the clothing by the natives, suspended from the waist, and carried around with them wherever they may go. The better class of Chinese are now taking to the use of foreign stoves, generally of the type known as direct draft surface burners, which sell at retail on the Shanghai market at about $7.50 United States currency, each. Cheaper imitations can be obtained for about $3 or $4. The larger stoves sell at higher prices and are finding a sale among the Chinese wishing to secure a better class of article. The German stoves sell on the Tsingtau market at the following prices': Basket shaped, first quality, from $2.25 to $4 each; second quality, from $1.70 to $3 each; upright shaped, first quality, from $6 to $15 each; second quality, from $5 to $10 each; third quality, from $4 to $7.50 each; fourth quality, from $2.50 to $4.50 each. The demand is for cheap stoves, and the German makes appear to have preference over those of American manufacture from the fact that they use a smaller quantity of fuel. Fancy stoves would naturally command a better sale, but they are too expensive for the Chinese people.

Coal is the fuel usually used in stoves in China. It is mined in the Shantung province and sells at retail in Tsingtau at $4.25 United States currency a ton, delivered at the house. It is somewhat more expensive in Shanghai and other Chinese ports and varies in price from $13 to $20 Mexican, approximately $6.50 to $10 United States currency. Cooking stoves for use by Europeans in China sell at Shanghai from $10 up, when of American manufacture.

DANGER FROM STOVE PIPES.

Jarring the soot out of a stove pipe is not enough, says a writer in the Metal Worker, as a scraper should be used inside it to remove scales. Then it should be inspected, section by section, for rust holes, which might permit sparks to fly outward instead of upward. See that the pipe when up is spark tight throughout and is not pushed into the flue so as to choke it. An elbow in a stove pipe lessens the liability of particles, kindling or fuel being drawn from the chimney top and alighting still red hot on the shingles. If such sparks are given elbow room they are likely to bump in making the turn and fall back harmless. While a fire is burning the air in a chimney travels up at the rate of 3 to 6 feet a second. Unplugged and rag filled stove pipe holes cause some fires.

A stove pipe should not pass where it cannot be seen, as through a lath and plaster partition, or through an attic or unused room, because openings in it may occur from rust or the parting of a seam or joint. And, too, in such situation the pipe becomes covered with fluff or lint, which is liable to ignite; neither should a pipe pass through roof, window or siding, even if a summer kitchen, for it is liable to become red hot. No flues should be smaller than 8x8 in., which is the length of a brick. If any green wood is used it should be 8x12 in. A fire place chimney must have at least one-tenth the area of the fire place it serves. The effective way to deal with this enormous loss from defective flues is through a building law which controls the building of chimneys.

CARELESS HANDLING OF GASOLENE.

From 450 to 500 mothers and children are burned to death and three times that number seriously burned and disfigured in the United States each year by gasolene stove accidents. Last week a mother essayed with one arm to fill the tank of a lighted stove while holding her baby with the other. Both have died from burns, and another little one playing near will be disfigured for life. Stove accidents usually result from filling the tank without turning off the blaze or from spilling gasolene and then igniting the vapor of it by striking a match to light the stove. The gasolene can should be well corked.

A gasolene stove should be fixed to a permanent foundation so that it cannot be placed against wood or other inflammable material. It should have bottom and three sides closed to prevent combustible material from reaching the flame, and the main burner grates should be two feet from the floor.

Don't fail to have burners closed before filling the reservoir, for fluid leaking through them will make an explosive vapor.

A HEATING CONCLUSION.

"Heating by direct radiation is condemned by every practical and scientific test as being unsanitary and unhealthful," says the Hardware Trade. "Every authority on ventilation, every competent heating engineer, every physician who has given the question the slightest study, condemns direct steam or water heating as being in violation to nature's laws. There is no division of opinion among those who speak with authority on this subject; they agree without a dissenting voice that the only proper way to heat an apartment is by pouring pure warm air into it.

"There are two methods of indirect heating available in actual practice. One method is by an indirect steam or water system and the other is by warm air furnace heating. With a tight, durable, properly constructed warm air furnace of adequate capacity for the required work, with the piping properly proportioned and with correct installation, we claim that there is no other healthful method of residence heating which is so successful, so practical and so economical as warm air furnace heating."

SPECIAL DEVICES IN HARDWARE.

The mammoth steamer of the Cunard line, the Mauretania, has been fitted with a number of special features in hardware, especially designed for the use to which they are to be put. One of these is a lift-out butt, devised to meet the need for a hinge to carry the wash-basin flap and an additional flap in front of the ordinary fold-up type of cabin lavatory; about 1,000 of these fittings are fixed on the ship.

Improved hinges have been devised for fold-up berths so as to allow the bed with the full complement of blankets and linen to be folded up against the bulkhead when not required. Among the cabinet brass foundry mention may be made of drawer-handles for the dressing chests; improved flush pulls for use in confined positions, fittings for the life-belt racks which will enable a passenger to let fall his allotted belt instantly in case of need. About 500 swinging mirrors have been used, all hung on patented movements which hold the glass rigid at any angle, while an improved stay keeps the mirrored door of the wardrobe in any desired position and makes it possible for a passenger to have the benefit of the reflection of two mirrors.

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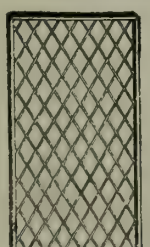
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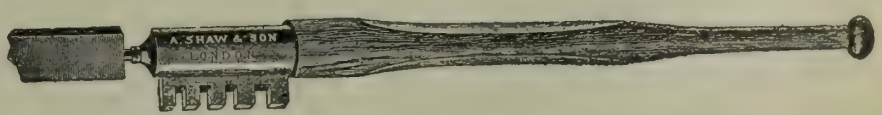


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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. The Editor solicits information from any authoritative source regarding building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories or foundries, railway or mining news.

Industrial.

Humboldt, Sask., will spend $10,000 for a proper system of fire protection.

The Cape Breton Prospecting Co., Sydney, N.S., will install a new steam plant.

The Dominion Wrought Iron Wheel Works, Orillia, are increasing the capacity of their plant.

The Malleable Iron Works, Brantford, closed down on Christmas Eve and will commence operations again next week.

The Central Heat, Light & Power Co., Montreal, are installing an extra 400 horse power boiler, with a view of extending their steam and hot water system of heating stores and buildings.

The Rathbun Company's sash and door factory at Deseronto, which has been closed down for repairs since December 23rd, started to-day, which means a great deal for the working people of Deseronto.

William Scott, of the Pigeon River Lumber Company, Port Arthur, has applied to the city for fifty thousand horse power of electrical energy, to use in the operation of large pulp mills, which it is the intention of erecting there in the near future.

L'Ecole Polytechnique, in connection with Laval University, Montreal, has recently placed an order with the Canadian Fairbanks Co. for a six h.p. special electric gas engine and 3½ k.w. direct current dynamo for experimental and demonstrating purposes. These should be a valuable addition to their engineering laboratory equipment.

W. W. Near, president of the Page-Hearsey Iron Tube & Lead Company, Toronto, states that no additions will be made by his company to the plants at Guelph and Welland at the present time. The company may issue new stock to the amount of $1,500,000 some time during the year, making a total of $3,500,000, but at the present time the increased capitalization authorized is not to be used.

Votes on By-laws.

Alvinston—The manual training by-law was defeated by 31.

Barrie—A by-law to give a loan of $20,000 to the Fleming Aerial Ladder & Motor Vehicle Co. was carried by a majority of 760. Another by-law providing for the expenditure of $10,000 on cement sidewalks was defeated by 67.

Berlin—A debenture by-law raising $30,000 was carried by 67 majority.

Berlin—The street railway by-law was carried by a vote of 154 to 81.

Exeter—The evaporator by-law was defeated.

Dundas—The by-law to build a new High School, costing $25,000, was defeated by a majority of 187.

Durham—The bridge by-law was carried by 178 majority.

Gananoque—A by-law authorizing the town to issue $10,000 of debentures to complete and pay for debts contracted for electric light works carried.

Goderich—The by-law to loan the Doty Engine Works Co. $30,000 for the building of a boiler factory carried by a substantial majority, while two by-laws to authorize the Town Council to expend $18,000 in the improvements of the town water supply and sewer extensions were defeated.

Hespeler—Hespeler ratepayers passed a by-law to raise $12,000 for the extension of a pipe line for fire protection.

Kingston—Two by-laws were carried, one granting $12,000 for road improvement and one for $3,800 for building the Queen street sewer.

Kincardine—The by-law to grant $8,500 for improvement to the Central School was carried.

Listowel—A by-law to exempt the local foundry was carried.

Meaford—The by-law to build a town hall to cost $15,000 was carried by 295 to 143, and that to grant Seaman, Kent Co. a $10,000 bonus by 362 to 97.

Niagara Falls—By-laws to spend $15,-800 on waterworks improvements and $5,800 on garbage disposal, and $23,000 in additional schools, were carried by large majorities.

Peterboro'—Two by-laws were voted upon, one to assess water rates against all vacant property passed by water mains, whether owners are consumers or not, was carried by a large majority. A by-law in regard to a garbage system for the city was defeated by a large majority.

St. Thomas—A by-law to spend $18,-000 on a subway under theM.C.R. tracks at Ross street, carried by 814 to 647.

Smith's Falls—A by-law to raise $6,500 was carried.

Sarnia—A by-law to raise $6,000 for the extension of the waterworks was carried.

Teeswater—The Carnegie Library by-law was defeated by 96 votes.

Tillsonburg—The by-laws regarding Borden's Condensed Milk factory had 406 votes, against 43; Pork Packing Co. by-law, for 405, against 47.

Waterloo—The by-laws to extend the sewer farm, to install a sanitary system in the schools, and to enlarge the gas plant, were carried.

Welland—The following by-laws were carried: Good roads, Waterworks Commission, sidewalks, frontage, Bemis Bag Co., sewer.

Electric Power By-laws.

Thirteen municipalities in Ontario on January 6 voted on power by-laws in connection with the Beck scheme. Ingersoll was the only place to reject the by-law. The proposition there was to vote $50,000 to purchase the existing plant of the Ingersoll Light Company, and this was defeated by 436 to 200. In St. Thomas and Guelph the majorities in favor of the by-laws were overwhelming. This is how the vote resulted:

	For	Agst.
Hamilton	3,038	1,673
London	2,809	941
St. Thomas	1,295	191
Brantford	1,131	734
Stratford	1,053	372
Guelph	968	98
Galt	756	510
Woodstock	865	154
Ingersoll	200	436
Waterloo	437	115
St. Mary's	*292	...
Hespeler	*82	...
New Hamburg	152	31

*Majority.

Building Notes.

A. Grossman, Vancouver, will build an office building to cost $75,000.

The Simeon Jones Co., St. John, N.B., will build an extension to their brewery.

A new factory will be erected at Calgary, Alta., next season, by the Dominion Match Company.

The Imperial Oil Company, Winnipeg, are seeking a site for a warehouse at Saskatoon, Sask.

During 1907, buildings, public and private, were erected in Calgary to the value of $2,000,000.

A permit for a packing house, to cost in the vicinity of $100,000, has been issued in Edmonton.

A fertilizer plant will be erected at Vancouver, B.C., by the Pigeon Fertilizer Co., of Nova Scotia.

The addition to the B. C. Packers' plant, New Westminster, B.C., has been let to Contractor Cassady at $40,000.

St. Helen's Church (Roman Catholic), Toronto, has taken out a permit for a brick and stone church to cost $50,000.

The Catholic Church at Lachine will be re-built and enlarged to seat 4,000 people. The cost of the alterations will be $80,000.

William Nicholson, Wingham, has secured the contract for the new post office at Kincardine, the price contracted for being $18,000.

George Henry, Toronto, has contracted to have the addition to the Toronto post office completed by October. The cost will be in the vicinity of $20,000.

Companies Incorporated.

The Berlin Steel Go-Cart Company, Limited, has been incorporated with headquarters at Berlin, to manufacture carriages, go-carts, sleighs and wheel specialties. The provisional directors named are F. M. Hoffman, South Bend, Ind.; H. S. La Grange and Norman Roos, Berlin.

The B. Greening Wire Co., Limited, Hamilton, has been incorporated to take over the business of the B. Greening Wire Co., for the manufacture of iron and steel products. The company's head office will be in Hamilton, and the capital stock will be $750,000. The provisional directors of the company are S. O. Greening, R. H. Merriman, John Maw, H. B. Greening, all of Hamilton.

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

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Some Bookkeeping Pointers

Learn the principles that govern correct systems—Who should pay exchange?—The draft system and its advantages—Very useful information compiled by Howard R. Wellington.

It is much more important to learn the principles that govern correct systems of bookkeeping, than it is to learn any particular form according to which books should be laid out. Any intelligent man may learn bookkeeping by acquiring the fundamental principles of scientific accounting, and draw up his own forms according to those principles, the idea being that no one set of books and forms is applicable to every business. For this reason a knowledge of the principles and methods that are used by the best bookkeepers in any business will enable anyone to vary the forms so as to apply them to any other business.

In a general way, those forms are best which require the least copying, the fewest entries, the least ruling; which require the books of original entry to be posted direct to the ledger, and in which the journalizing is done by means of ruled columns. The best forms should also facilitate, so far as possible taking balances and ascertaining losses and gains. If the bookkeeper criticizes his forms on these six lines and finds them satisfactory, while they show all the results that the proprietors wish to ascertain, he may be satisfied with his work. Although the merchants accounts are his private records, they also partake of the nature of a trust, and should bear evidence of being kept honestly and in good faith.

If errors are made, they should be so corrected as to show the original error and the reason for its correction. Account books should be so plain and clear as to be understood at once by a stranger who sees them for the first time, and explicit and ample enough for the guidance of an outside party who comes in to take off a statement.

When an error is made in posting, above all things never erase the original amount entirely. Some bookkeepers do this, but it should be avoided, for the reason that if someone is called in to audit the books, no trace of the amount is found, although it can readily be seen that an erasure has taken place, the impression being left that something is wrong. Then again the same bookkeeper who makes the erasure, although familiar with it for a short time, will likely lose track of the instance in time, and become confused as to the cause.

The object of bookkeeping in any establishment is primarily to know the proprietor's financial condition—what he owes, what he owns, and what is due him. If goods are sold, the record should show: (1) That the goods are actually delivered; (2) That the correct charge is made against the buyer; (3) That he receives proper credit when the account is paid. Modern bookkeeping is trying to reach these ends in the shortest possible way, and with the least expenditure of time and labor.

Exchange—Who Should Pay It?

You may say that exchange on drafts and cheques is a small matter anyway, and it really is immaterial who pays it. As a matter of fact, the exchange item in a large house collecting the bulk of its accounts by drafts runs up into the hundreds of thousands. The question is, who should pay the item—the buyer or seller?

The practice, largely in the United States, on drafts to Canada and also to some points across the line, is to add exchange charges to the draft in payment of an account, thus making the receiver or purchaser stand this expense. This seems a reasonable custom, as goods are purchased in a certain city and should be paid for in the funds of the same place. The reason why this plan is not general in our own country is probably on account of the fact that wholesalers find it necessary to adopt some systematic method of collecting accounts, and as the draft system supplies this need, rather than leave accounts outstanding indefinitely, a wholesaler would prefer to stand the exchange on each draft sent out to a customer and have accounts collected when due.

Of course on a small account, where the goods are sold on a close margin, sometimes there is actually a loss involved, when it is necessary to make a draft for from $8 to $10 and pay exchange. Suppose an article costs $6 and is sold for $7.50, leaving a gross profit of $1.50. The cost of selling would be about 10 per cent., or 75 cents; the inside expense, including stationery, postage and cash discount, on an average about 8 per cent., or 60 cents, and the exchange on draft or cheque in payment of the account to 25 cents, or a net cost of $1.60, with an actual loss on the transaction.

It is hardly fair for a merchant to remit by cheque on his local bank, when the account is a small one, nor is it right that the seller should be obliged to pay exchange on a draft. Of course in a large amount there is a difference for the reason that a large account can be put through at practically the same expense.

The Draft System.

Most merchants to-day prefer to settle accounts by draft rather than by cheque or money order remittance. There are a number of reasons why the draft system has become so popular:

First: Because the buyer has no difficulty in looking after his cash discounts, as the seller makes the draft (unless otherwise advised) so as to enable the merchant to take advantage of his cash discounts every time.

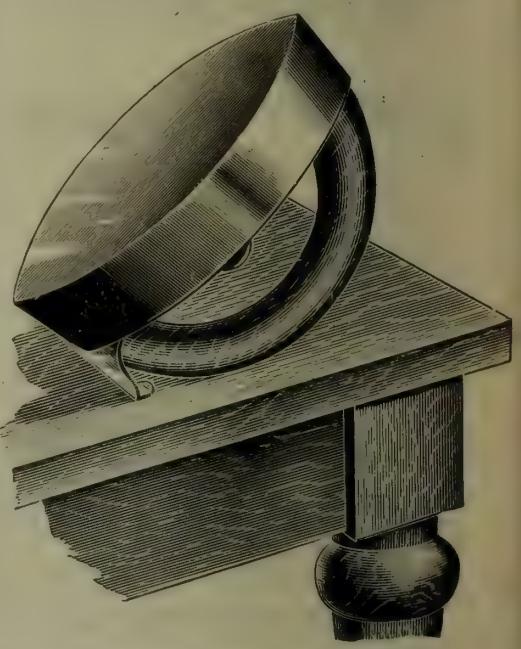
Second: Because it saves a great deal of labor in making up remittances of cheques or money orders and mailing the same so as to reach the seller before the cash discount period has expired, for all that is necessary is to sign the draft and keep a record of the amount and due date.

Third: Drafts accepted, and honored at maturity, are a good advertisement for a merchant's credit. Of course we expect some dealers to take exception to this method of settling accounts, but these cases are very rare to-day, and only occur when a merchant is not convenient to a bank, or, in the case of larger houses, a certain day or days are set apart each month as "payment days," when all "passed" accounts are paid by cheque.

A very good plan for keeping a record of all acceptances or notes payable is by the use of a small diary, entering on the due date of each acceptance the amount due and the names of the parties making the draft. The bill must of course be recorded in the bill book for posting in the ledger, but the diary will keep the merchant informed from day to day of certain accounts payable becoming due, and preparation can be made several days ahead of time to take care of the paper, rather than have it returned. This small diary may be bought at a very low price and may be used for innumerable purposes as well.

NEW SAD IRON HANDLE.

We illustrate herewith an improved sad iron handle which Taylor-Forbes company of Guelph are now offering to the trade. It is so simple that a great many people wonder why it was not thought of long before. As the illustration shows, the iron can be put down



Improved Sad Iron Handle.

anywhere by the user without fear of burning the article being ironed, and it is also far less liable to slip off the table than if a stand were used. It is an invention of their hardware sales manager, Harry F. Moulden, and is being patented both in Canada and the United States.

Paint and Oil Markets

MONTREAL.

Montreal, Jan. 10.—What with holiday and sundry conventions among the jobbers there has not been much activity in the paint and varnish department of the hardware trade for some little time. However, the salesmen are now getting on the road, and it is expected that the volume of business will trend upwards.

Linseed Oil—Owing to the absence of heavy calls, no change is noted in the linseed oil market, and we continue to quote: Raw, 1 to 4 barrels, 59c; 5 to 9 barrels, 58c; boiled, 1 to 4 barrels, 62c; 5 to 9, 61c.

Turpentine—Considering the time of the year this article is exceedingly quiet. Only a light inquiry exists, and local stocks seem ample. No change is noted in the quotations, which are as follows: Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—The falling tendency in price seems to be checked, and some large purchases will be made about this time, especially as the coming month of February is generally considered a good white lead month. We quote: Government standard, $6.75; No. 1, $6.50.

Red Lead—No heavy shipment seems to have been made since the closing of navigation, and small purchases are the order of the day. We quote as follows: Genuine red lead, in casks, $6; in 100-lb. kegs, $6.25; in less quantities at $7 per 100 pounds. No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

Dry White Zinc—This article is unchanged, with a fair inquiry from several of the grinders. V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—A limited business is doing in this article, and there is no change to note. Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—For interior varnishes fair orders have been received, and a good healthy trade, considering the season, is now being done.

Putty—Putty in bladders and in tins seems to be shipping very freely. There is not much inquiry for putty in bulk casks, showing that there is a tendency to limit the call for putty for structural work. Quotations are as follows: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Jan. 10.—This has been a busy week among the local paint jobbers. The travelers have returned to the road and the uncertainty of the turpentine market has added vigor to this week's trade which has been absent for some time. During the week the price of turpentine has advanced 10 cents at Savannah, but the price has not been raised correspondingly in Toronto as yet. The cause of the fluctuations in this commodity is rather uncertain, but is likely being caused by manipulation of the markets in the southern states.

Stock taking among the jobbers is about completed for the year and small orders are coming in freely during the past week, but to date the new year does not compare very favorably with 1907, though January is usually a dull month with the trade. The several changes which are chronicled below should liven up business to a great extent.

Linseed Oil—The market continues firm, but the demand is unusually slow only single barrel lots and small quantities having been called for during the past week. Quotations are: Raw, 1 to 3 bbls., 60c; 4 bbls. and up, 59c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, net 30 days.

Red Lead.—In sympathy with the metal base red lead has declined sharply during the past week. The demand has been slack for some time but dealers will probably take advantage of this week's quotations and buy for future delivery. The decline in the price of red lead is from 40 to 50c. We now quote: Genuine, in 500 lb. casks, at $5.60; genuine, in 100 lb. kegs, at $6.

White Lead—To date white lead has not changed in price, though owing to the decrease in lead a lower quotation will likely be offered the trade in a few days. Some small orders are being booked for immediate delivery. Prices are as follows: Genuine white lead, $6.75 to $6.90; No. 1, $6.50 to $6.75.

Turpentine—The turpentine market has been very interesting during the past few days, for some cause the price has been tampered with in the States, with the result that the price at Savannah has increased several cents. A year ago the same thing happened on this market and Toronto prices soared to 99c a gallon. The price at present has not been advanced in Toronto in the same degree as in the south, although a local importer thinks the price will still go higher. Quotations this week are uncertain and range in value from 70 to 73c for single barrels; 2 to 4 barrels, 72c. Less than barrels, 5c advance.

Petroleum—The demand for coal oil is fairly strong at present and a slight advance has taken place in price. Quotations for the week are: Prime white 13½c, water white 15c, Pratt's astral 17½c.

Glass and Putty—Glass is moving actively with a fair January demand for putty. We now quote: Barrels of bladders at $1.95 per 100 lbs., and less than barrels at the rate of $2.10 per 100 lbs.

Shellac—Shellac is also uncertain at present, the new price lists varying to a considerable extent. The demand is fairly good for this month. The following are the prices: Pure white, in barrels, $2.25 to $2.50; pure orange, $2, and No. 1 orange, $1.90.

Varnish—The demand for varnish is fairly good at present, though orders being received are for small quantities only. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oil in barrels, $1.05.

3/4

THREE-QUARTERS OF OUR OUTPUT IN PARIS GREEN HAS ALREADY BEEN SOLD IN QUICKER TIME THAN EVER BEFORE.

REASONS: THE STANDARD FOR EXCELLENCE IN DEATH-DEALING QUALITIES, AND, CONSEQUENTLY, ITS GROWING POPULARITY.



"FAMILIAR," TO EVERY ONE, AS "HOUSEHOLD WORDS,"

THE CANADA PAINT COMPANY, LIMITED

A Paint Catechism

By G. B. Heckel.

47. Why are drying oils used in paint manufacture? First, to give to the paint the necessary fluidity; secondly, to insure the uniform distribution of pigment on the surface; thirdly, to form a firmly adherent and coherent film of the proper character; and lastly, to produce in the paint the desired lustre.

48. Why is linseed oil usually preferred for this use? First, because it is the most abundantly obtainable of all the drying oils, and on this account its use is very generally understood; secondly, because its cost is generally moderate in comparison with other drying oils; and thirdly, because in our present state of knowledge the results obtained with it are more uniform than with other oils, whether used by the expert paint or varnish maker, the painter or the unskilled novice.

49. Are the same proportions of "driers" used in all paints? No. Some pigments themselves act as "driers"—such in order of drying "strength" are red lead and the other lead oxides, lead carbonate, the iron oxide paints, of which the umbers are the "strongest," the chemical colors beginning with the chrome yellows. The carbon blacks, the lakes, the blues, zinc-oxide, zinc-lead, lead oxy-sulphate, lithopone have very little drying power—the carbon blacks none. In this the latter resemble the other inert pigments, of which alone calcium carbonate, which is not chemically inert, possesses drying properties. Ordinary white lead has moderately strong drying properties, differing in this respect according to its chemical constitution.

50. For what purpose are driers added to paint or to the linseed oil used therein? For convenience alone. In most circumstances it is desirable that paint shall dry within a reasonable time, to prevent the adhesion of dust and insects, to avoid the danger of soiling of person or clothes, to enable additional coats to be applied.

51. Do driers improve the wearing qualities of paints? By no means. As the final destruction of the paint film is due to oxidation, anything which hastens oxidation shortens the life of the paint. Therefore, the addition of driers and the proportion of drying pigments in a paint should be carefully limited to the practical necessities above indicated.

52. In China wood oil used in paint manufacture? Not so much as in varnish making; but it has some remarkably valuable properties which promise for it a growing use.

53. Are petroleum oils other than benzine ever used in paints? In rare instances, except where they occur as an adulterant of linseed oil sold to painters and consumers. In some special paints for the protection of metal surfaces, heavy petroleum oils are used to a limited extent to retard the hardening of the paint film. As the linseed oil used in such a combination requires special treatment, these oils should never be used except under expert supervision by the paint manufacturer.

54. What are volatile oils or thinners? Certain liquids which form a perfect solution with drying oils and on exposure to the air, evaporate rapidly and more or less completely. They are turpentine, wood turpentine, benzine or naphtha, alcohol, benzole, etc. Of these the first two named are practically the only ones used in paint, Benzole and a few similar products are used in specialties like varnish removers, bronzing liquids, etc.

(To be continued).

ADVERTISING WALL PAPER.

Wall paper, like many other things, has always been advertised in a too general form. We are certain that nine-tenths of the advertising space given to it could be utilized to a greater profit were more thought and consideration given to the possibilities that wall paper gives for really powerful pulling advertisements.

The average dealer, when advertising wall paper, merely states that he is carrying, or has just received, a fine line of wall paper, or something similar. Usually, it does not occur to him to try and interest more than a probable buyer. Then, for all the advertisement claims, the buyer is quite as likely to go somewhere else. Numbers of people need wall paper who are not aware of it. It remains for the dealer to suggest the fact with a well-reasoned argument that will create a desire for a look at his display.

Wall paper offers wide scope to the imagination. What irresistible mind-pictures may be conjured up before the reader from the beautiful scenic and other designs that are now appearing in wall paper, and thus a desire created that is not possible with the general form of advertising.

EDISON'S WATERPROOF PAINT.

Thomas A. Edison has overcome a sanitay objection to his new style cement houses by producing a paint which will be waterproof and will render cement walls impervious to moisture. Mr. Edison's proposed structures have been criticised on the ground that cement walls absorb moisture and the health of the occupants would be endangered by dampness.

In cement work there is a chemical action which continues after it has set. This action destroys the color effect of ordinary paints, giving a wall a blotchy appearance and causing the paint to fall off in scales. Mr. Edison is satisfied that his new paint is not only absolutely waterproof but that it will adhere to cement walls as well as ordinary paints do to wood.

PUTTY MAKING.

Pure linseed oil and whiting putty is essential to the good result of painting as the paint itself, almost at least. It is made and is not difficult to buy. But there is much false putty on the market. The best putty is made from the best finely bolted gilders' whiting, or English cliffstone whiting and pure raw linseed oil, usually in the propor-

Greetings

for

1908

BRANDRAM-HENDERSON, LIMITED

wish their

friends and

customers

A

Happy and

Prosperous

New Year,

1908



A HEART-TO-HEART TALK TO DEALERS

You are not in business for fun, but there is some fun doing business when sales are steadily on the increase and the goods go off the shelf before having a chance to become shop-worn.

There's a way to secure such a condition of things—a way that is making money for many paint dealers, and will make money for you if you will do as they are doing.

This is an age when to make business flourish you must advertise. You say advertising costs money; but suppose you handle goods made by a house that advertises the goods for you, and does it in a way that booms your business and brings trade right to your counter. Suppose your store should be advertised, and an attractive reminder of your business placed in the home of the best paint patrons of your community without costing you a penny—wouldn't it be to your advantage? Of course it would.

IF YOU ARE INTERESTED

in a proposition of this kind—if you want to increase your trade, build up a prosperous business, and make your store the center of the paint trade of your town—write and ask us to explain our methods, and let us show you how we help dealers who handle **Martin-Senour Paint** move the goods. We are doing it for others, we can do it for you. Let's talk it over. Write today.



The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd. Winnipeg.

The Maritime Paint and Varnish Co., Ltd, Halifax, N. S.

We have conserved Your Profits

by producing a really high-grade linseed oil paint at a moderate price. Instead of spending our money in advertising after the fashion of a patent medicine concern, we have improved the paint. The result is that

Moore's Pure Linseed Oil H.C. Paint

has no equal in the prepared paint trade. We are giving 10 to 15% better value than any other paint manufacturer in Canada. Actual test proves that Moore's Pure Linseed Oil H.C. Paint cannot be equalled for covering capacity and durability by any other prepared paint on the market. And the moderate price appeals to your customer.

Muresco Wall Finish

is the fastest selling interior wall finish ever put on the market, simply because it is perfectly satisfactory in all points—including price.

BENJAMIN MOORE & CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B. Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S. Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

tions of 85 pounds of whiting to two gallons of oil. But it is important that the two ingredients be well kneaded together, for upon this depends the working and wearing qualities of the article, in addition also to a sweating that it must have after it has been sufficiently kneaded; this consists in allowing it to lie in a mass for two or more days in a warm room. To make a putty that will harden and dry quicker, add some dry white lead to the whiting. A still harder putty is made by the addition of dry red lead. For sky-lights add white lead and some glycerine, to make the mass somewhat more elastic.

HINTS FOR THE PAINT RETAILER

In handling house paints, the dealer can avoid much touble, do away with countless "kicks" from irate customers, and do much toward popularizing the brand of house paint he sells by informing himself in regard to the surfaces upon which the paint is to be applied.

Paint must have a clean, dry surface to adhere to. If applied over old paint that is blistered or is scaling and peeling off, it cannot be expected to hold. The old paint comes off and carries the new paint with it. This is the cause of more complaints and trouble than any other.

In repairing an old house, the first requisite for a successful job is to remove every particle of loose, scaly paint with scraper or wire brush. As a general proposition, two coats should be applied on old work, for the reason that the old paint absorbs so much oil from the first coat that sufficient is not left on the surface to insure durability and weather-resisting qualities.

On new work these coats should be applied to secure the maximum wear.

Paint should never be applied on damp lumber or in damp weather. The chances are that it will blister and peel off, because the moisture in the wood will be drawn out by the sun and will force the paint off as it comes out.

Be careful to caution customers to follow directions as to thinning and applying house paint. If this is done, the dealer's troubles are "nil."

Another thing is to see that each coat of paint is dry all the way through before applying next.

There are "seasonable goods" in paints as in other lines. The progressive dealer will recognize the benefit derived by bringing such goods to the front and pushing them.

Here's an important point for you to bear in mind and tell the customer who harps on price. The value of a paint is not its price per gallon or pound—but the length of time it lasts looks well. Figure the cost per year of keeping the house well painted, not the cost per gallon.

Don't be weak on the price proposition, it's really a secondary consideration. "Quality is remembered long after price is forgotten."

THE VALUE

of a paint is in the quality of finish and wearing results it gives.

IMPERIAL BARN PAINT

looks so well, and wears so well, on either wood or iron, we could easily charge more for it, and still our agents and their customers would consider it excellent value.

THE CHEAPEST and best cheap paint offered to the trade. Wears on the job, not off.

See trade catalogue No. 10, page 30

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: **"COLOURS,"** Matlock Bath; **"STEADY,"** Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.
Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

HEADQUARTERS

FOR

Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

The Right Paint at the Right Price is

NEW ERA PAINT

Although the price of New Era Paint is quite moderate and calculated to appeal to your customers, the quality is there all the same. It cannot be beaten for space covering and long life by any paint on the market.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

THE WHITE LEAD ASSOCIATION OF CANADA GUARANTEED PURE LEAD AND OIL

John Hoyles

Accountant and Trustee, Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

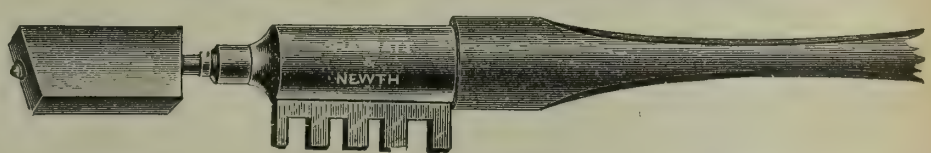
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

LUCAS GENUINE IMPERIAL FRENCH GREEN

presents a striking contrast when placed in comparison with any other green that has ever been produced. It will not fade or turn dark. For this reason a surface which has been covered with Lucas Imperial French Green will present as attractive an appearance, ordinary wear and tear excepted, in two or three years as it does the day it is put on.

Because of its superior covering capacity it is more economical for property owners, and because of its easy application more profitable for painters than any other green made.

In the last few years there has been an effort on the part of a few paint producers to imitate

LUCAS GENUINE IMPERIAL FRENCH GREEN

We believe they have succeeded in fooling very few persons, although the label resembles in its general appearance the Lucas label.

We desire, however, to advise our patrons and friends once more that the effort to FOOL and DEFRAUD buyers of paint is being continued, and to suggest that the great body of honorable painters and dealers throughout Canada guard against this despicable kind of fraud.

JOHN LUCAS & CO.

Sole Makers

NEW YORK PHILADELPHIA CHICAGO

Hardware Store Business Methods

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

TRADE MARK

FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Sole Canadian Representative

TRADE MARK

FOR CUTLERY

W. J. GRANT, Lindsay Bldg. MONTREAL

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

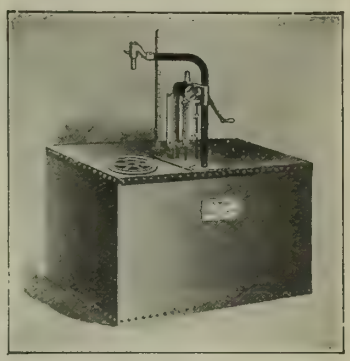
Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

Do You Want Large Returns ?



Cut 19 First Floor Tank for Kerosene

Every dollar you put into a Bowser Self-Measuring Oil Outfit will be returned to your own pocket many times over.

The reason is that the Bowser will save money by stopping all the usual losses from evaporation, waste and careless handling and this saving will amount to many times the cost price of a Bowser Tank. Can you afford to lose money continually when the Bowser will put a stop to it.

Our Catalog V describes our complete line and tells you the why and the wherefore. Write for it to day.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English For all — **Varnish** Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE **Imperial French Green** of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED **English Varnishes** of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

WHEN THE ROOF LEAKS

as it is apt to do when snow thaws on top of it, the hardwareman is appealed to. That's you! Be ready for all roofing requirements by stocking up with

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing, "Genasco" Ready Roofing

Better sit down now and write us for prices. They will certainly interest you.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

January 10, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 11 0 12
Hallett'	0 11 0 12

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch	8 25	8 75
" " 2 "	9 00	9 10
" " 2½ "	10 50	12 00
" " 3 "	12 00	13 50
" " 3½ "	15 00	16 70
" " 4 "	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4 9c. per lb.

James Robertson Co.—Extra and genuine Monarch, 60c.; Crown Monarch, 50c; No. 1 Monarch, 40c.; King, 30c.; Fleur-de-lis, 20c; Thurber, 15c.; Philadelphia, 12c.; Canadian, 10c.; hardware, No. 1, 15c.; No. 2, 12c.; No. 3, 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.
Casting ingot	15 00 14 50
Cut lengths, round, bars, ½ to 2 in	25 00
Plain sheets, 14 oz.	25 00
Plain, 16 oz., 14x48 and 14x60	25 00
Tinned copper sheet, base	27 00
Planished base	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 25 0 26

BLACK SHEETS.

10 gauge	2 70 2 70
12 gauge	2 70 2 75
14 "	2 50 2 60
17 "	2 50 2 60
18 "	2 50 2 60
20 "	2 50 2 60
22 "	2 55 2 65
24 "	2 55 2 70
26 "	2 65 2 85
28 "	2 70 3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized —	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
" "	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24	4 10	3 95	4 00	4 05
26	4 35	4 20	4 40	4 30
28	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10½ oz. " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron	21 50	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, "	24 50	25 00
" soft "	24 00	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	22 00
Glengarnock, No. 1	....	24 50
Midland, Londonderry and Hamilton	....	22 50
Deseronto No 1 pig iron	23 25	23 00
No. 2	22 75	22 50
Radnor, charcoal iron	30 00	31 00
Lowmoor iron	....	6 50
Angles	....	2 65
Common bar, per 100 lb.	2 15	2 25
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ½ in.	....	2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel	....	0 12
Mining cast steel	....	0 08
Warranted cast steel	....	0 14
Annealed cast steel	....	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. 31 50 $31 50

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	7 00
IXX, 14 x 20 base	8 00

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	6 75 7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.	4 50 4 35
Bar, "	4 75 4 60
Sheets, 2½ lb. sq. ft., by roll	6 25 6 50
Sheets, 3 to 6 lb. "	6 00 6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00 7 50
Part casks	7 25 7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25 5 50
Domestic	5 00 5 25

COLD ROLLED SHAFTING.

9-1 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

3 per cent.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 10	0 10
Heavy red brass	0 11	0 10
" yellow brass	0 08	0 08½
Light brass	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead	0 02½	0 02¼
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
" 2 wrought "	....	5 50
Machinery cast scrap	13 00	15 00
No. 2	....	10 00
Stove plate	12 00	13 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 07

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock net	2 00
No. 4 " " "	1 90
No 7 Fuller's "	2 25
No. 4½, " "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz. $16.20
Patent Compression Cushion, bath cock, No. 2208 2 35
Square head brass cocks, 45; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 10 p.c. off.
Lead waste, 10 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 58	3 41
⅜ "	2 58	3 41
½ "	2 90	3 75
¾ "	3 90	5 00
1 "	5 60	7 25
1¼ "	7 65	10 80
1½ "	9 20	11 90
2 "	12 25	15 80
2½ "	20 10	26 00
3 "	26 40	33 35
3½ "	34 25	42 75
4 "	42 85	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ per lb.	0 40
2-lb. or over "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 20
Wiping	0 21	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead	0 08
Lump olive	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 09
Chrome yellow "	0 15
Golden ochre "	0 17
French "	0 08
Marine black "	0 04
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 18

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.



The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 08	0 10
French medal	0 11	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel		1 50
P. D. Dods & Co's "Island City"		1 25
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 71
Linseed Oil, raw	0 59	0 60
" " boiled	0 62	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	6 90
Elephant and Decorators' Pure	6 90
Monarch	7 25
Standard Decorator's	7 00
Essex Genuine	6 25
Brandram's B. B. Genuine	8 70
"Anchor," pure	7 40
Ramsay's Pure Lead	7 25
Ramsay's Exterior	6 65
"Crown and Anchor," pure	7 25
P. D. Dods "Island City" pure	7 25
Sanderson Pearcy's	7 00
Robertson's C.P., lead	7 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 60
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$2 65	$3 50
26 to 40	2 75	3 80
41 to 50	3 10	4 10
51 to 60	3 25	4 70
61 to 70	3 40	4 95
71 to 80		5 50
81 to 85		6 00
86 to 90		7 10
91 to 95		8 25
96 to 100		9 80

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 00
Jamieson's Copaline, per gal.		2 00

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, 37½ and 10 off new list.		

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		210
"Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount	p.c.
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 35	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 0
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium. $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel. 18 in., $8.25; 20 in , $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets. " 7 50

aple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's. discount 10 per cent.
S. & D. discount 35 per cent
Berg's, bri k. 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Steel, track, 1 x 3-16 in(100 ft)		3 25
" " 1½ x 3-16 in(100 ft)		4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel Kink hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz	4 00
Leather, 1½ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Low wheel. 12, 14 and 16-inch	$2 30
9-inch wheel, 12-inch	2 85
" " 14 "	3 10
" " 16 "	3 12½
High wheel, 12 "	4 05
" " 14 "	4 50
" " 16 "	4 75

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint..	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in , $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light an medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X L." new ight steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X L" featherweight steel, No. 0 to 4, $5 50; Special counte su k steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7 00. F.o.b Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron. $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow. $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 55
3d.....	3 15	3 25
4 and 5d....	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d.....	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails. discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, d's. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and dusk rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps. 60 and 2½ per cent.; Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot. AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal. 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — **MONTREAL.**

CUTLERY AND SILVERWARE.

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros. "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 50; Japan, 67½; tailors, 40; Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set		0 90
" No. 50, nickle-plated,	"		0 95
" handles, japaned, per gross		9	25
" " nickled,	"	9	75
Common, plain		4	25
" plated		5	50
Asbestos, per set		1	50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	"	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.20; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb		3 00
Galvanized, plain twist		3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto.

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 80

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose per case		0 57
" 4 " packages, per case		0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops		1 25
"900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	7 55
Common doors, 2 or 3 panel, light stair	per doz.	9 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting	per doz.	60 00
Square	"	63 00
Eclipse, per doz		54 00
Dowswell	"	39 00
New Century, per doz		75 00
Daisy		54 00
Stephenson		74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop		1 90
" " 3-hoop		2 15

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1, $9; No. 2, $7.50; No. 3, $6.00.

WRINGERS.

Royal Canadian, 11 in., per doz.		35 00
Royal American, 11 in.	"	35 00
Eze, 10 in., per doz		36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and over			28 00

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Babbitt Metal.
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Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd., Toronto.
Forsyth Efg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
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Box Strap.
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Brass Goods.
Frothingham & Workman, Montreal.
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Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
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Brushes.
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Canada Wire Goods Mfg. Co., Hamilton
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
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Carriage Accessories.
Carriage Mountings Co., Ltd., Toronto.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
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Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

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American Shearer Mfg. Co., Nashua, N.H.
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Hamilton Cotton Co., Hamilton,

Clutch Nails.
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Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

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Cuspidors.
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Cut Glass.
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Caverhill, Learmont & Co., Montreal
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Heinisch's, R., Sons Co., Newark, N.J.
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Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
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Electric Fixtures.
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Files and Rasps.
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Hamilton Rifle Co., Plymouth, Mich.
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Glaziers' Diamonds.
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Harvest Tools.
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Horseshoes and Nails.
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Montreal Rolling Mills, Montreal.
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Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
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Iron Pipe.
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Armstrong Bros. Tool Co., Chicago

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Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Lithographing.
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Locks, Knobs, Escutcheons, etc
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Lumbermen's Supplies.
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Robertson, Jas., Co., Montreal.
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Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
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Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

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Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto

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Canada Wire Goods Mfg. Co., Hamilton

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
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Connor, J. H., & Son, Ottawa, Ont.

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Dodge Wood Split Pulleys
Imperial Cotton Duck
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GREAT WESTERN
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¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

ASK ANY PUMP MAN

who has ever used our Fig. 92, and if he does not say "it is the best ever" then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right as well. Let us have a little talk together.

The

R. McDougall Co., Limited

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In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

Montreal, June 15th, 1903

Messrs. J. W. Harris Co., Limited, Montreal.

Dear Sirs,

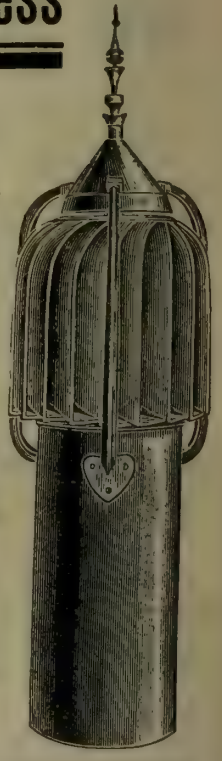
In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

Fre. MARIE RAYMOND, O.F.M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED

Contractors ***Montreal***



THE AEOLIAN VENTILATOR

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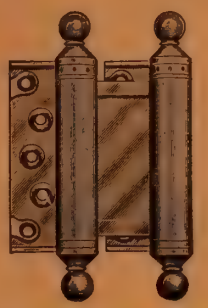
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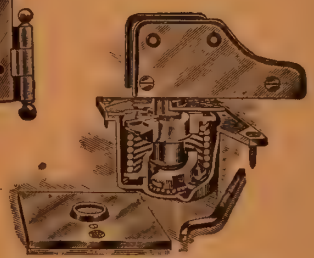


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for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.

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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

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Write us giving particulars of your requirements, and we shall be pleased to submit quotations. We can supply the following qualities of sheets.

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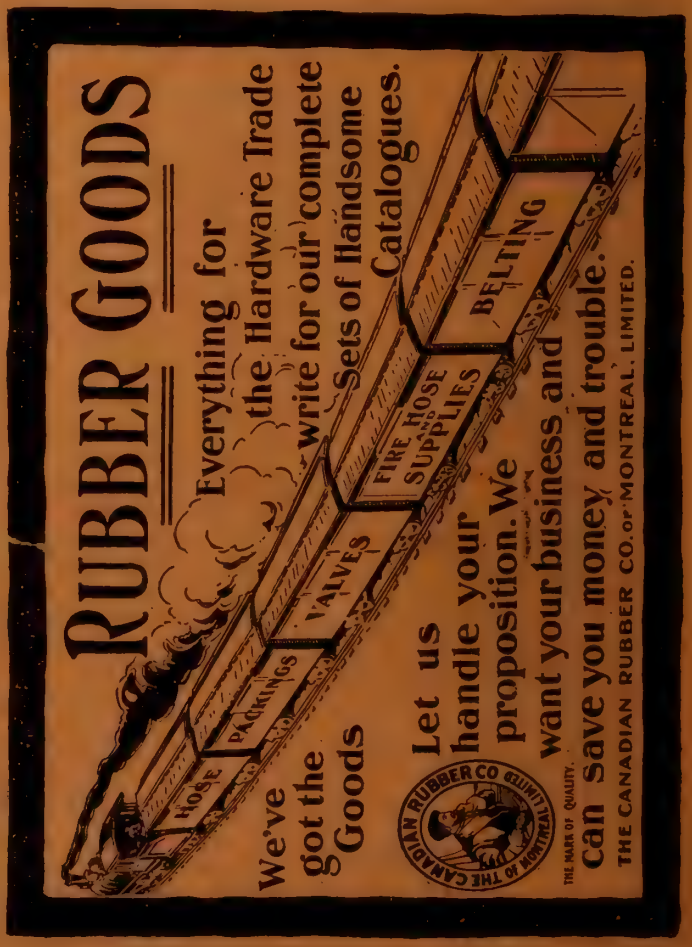
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For Sale by leading Wholesale Hardware Houses

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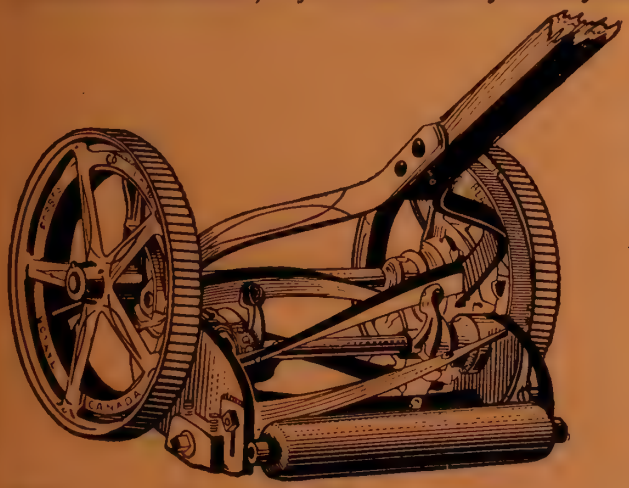
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You ought to have your specifications placed with your Jobber at once; the demand at present exceeds last season; if you hold back you may have to wait your turn :



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(latest invention)

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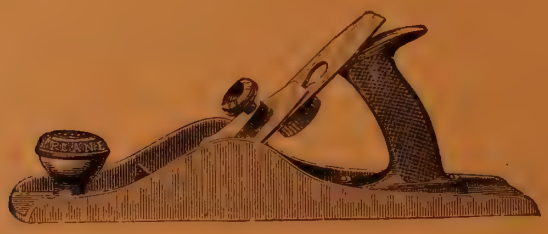
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The demand for Carpenters' Tools is again promising.





Our stock was never in



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Everything that can be required we have on hand.

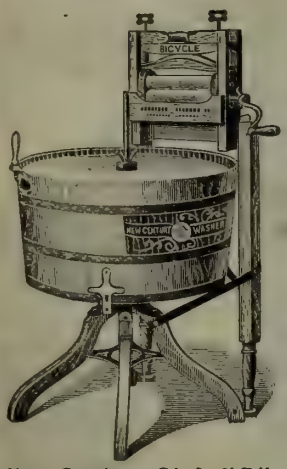


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This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

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The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

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Dealers, don't load up with experiments, it is a losing game

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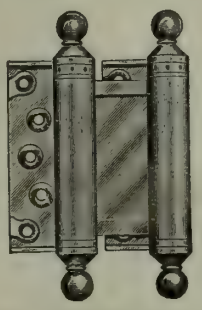
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CHICAGO SPRING BUTTS

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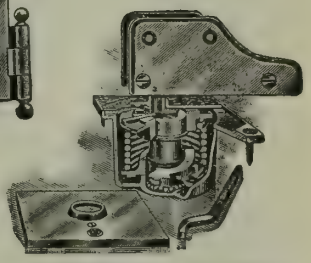
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



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CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

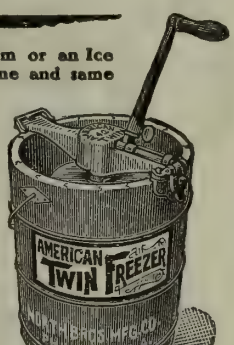
CATALOGUES ON REQUEST

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

ICE CREAM FREEZERS THAT SELL





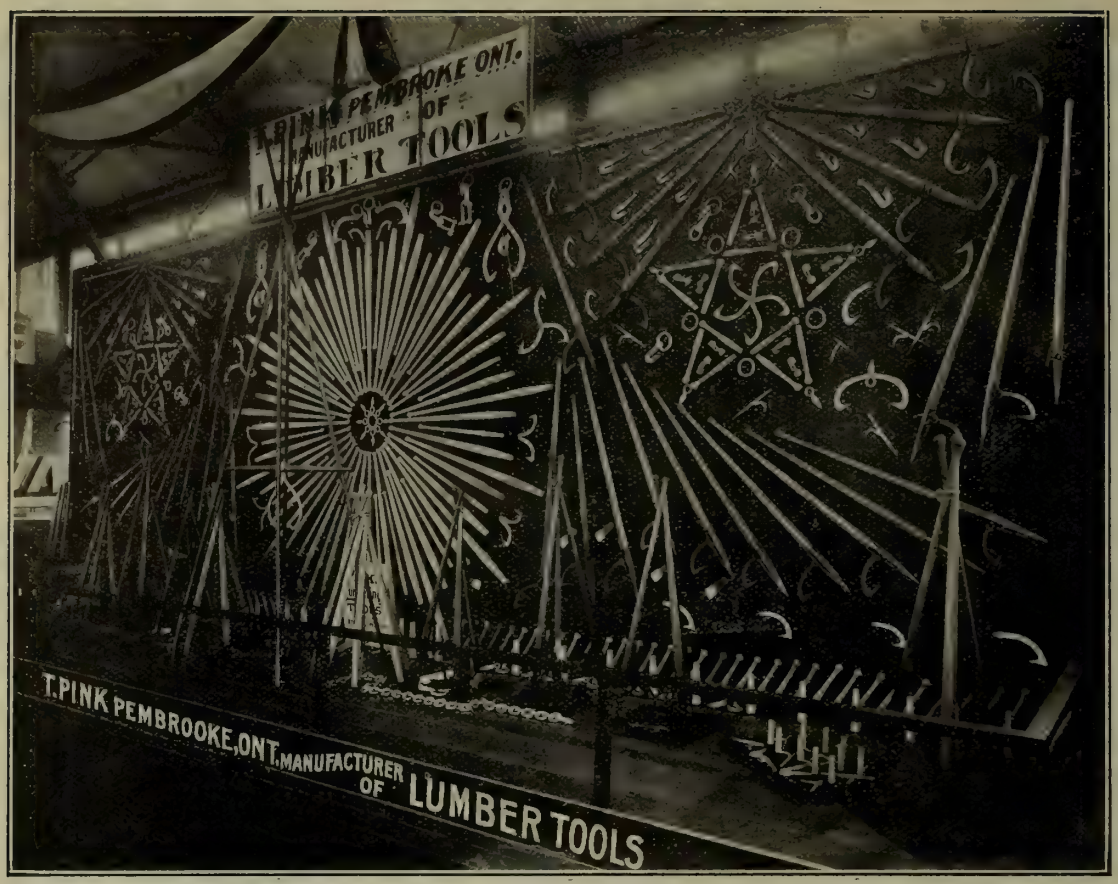


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Well Advertised	Easy Running
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CLIPPERS

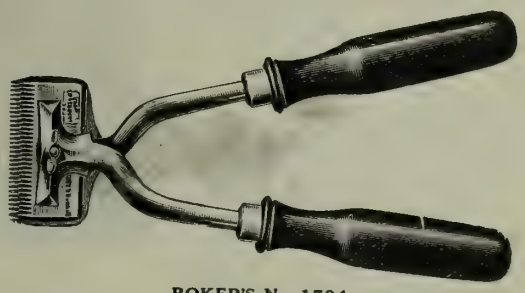
For the next few weeks watch this page weekly for pointers in Spring Buying.



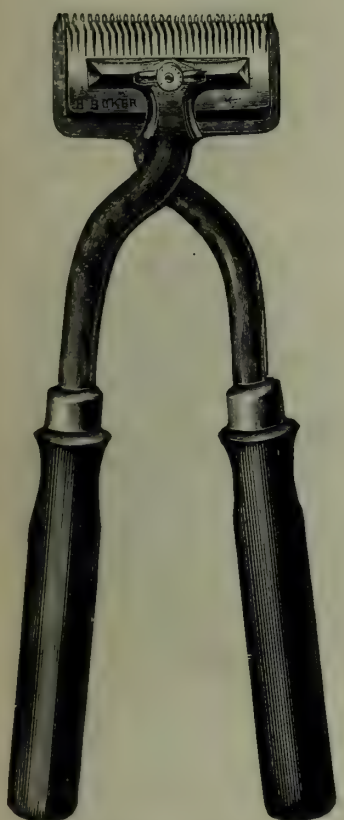
NEWMARKET
Stained Handles, Leather Pocket.



STEWART'S No. 1
POWER CLIPPER.



BOKER'S No. 1704
Ball Bearing, Polished Ebonized Handle, Leather Pocket.



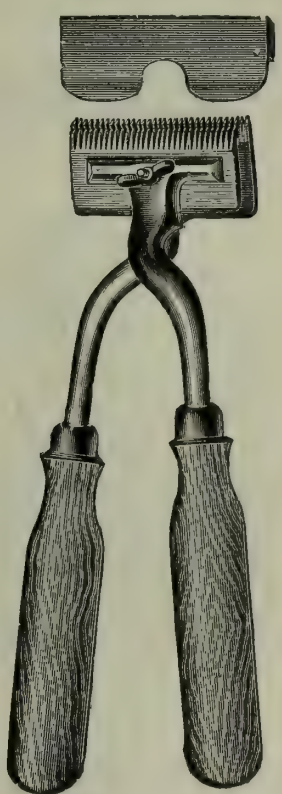
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Polished, Hardwood Handles,
Brass Ferrules.
The best on earth at the price.



STEWART'S SHEEP SHEARING MACHINE
with Large Drive Wheel, Flexible Shaft,
Any Improved Shear.
Packed one in a box.



NEWMARKET POWER CLIPPERS



GEM No. 1669, BOKER
Oiled and Polished Wood Handles,
Heavy Ferrules, Tin Plate Pocket.

But little comment is necessary; we have always taken pride in filling orders accurately,—and more than that—to pack them carefully, ship them promptly, and bill them at lowest prices. Give us the opportunity.

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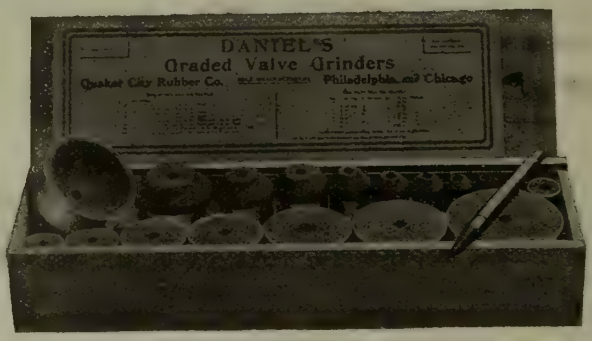
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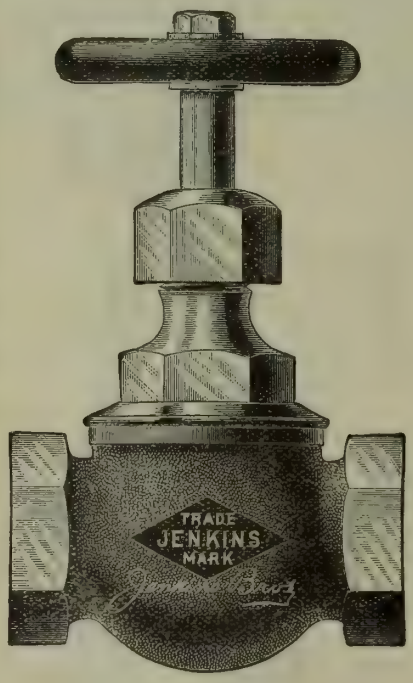
A Ground Joint is Best

Daniel's Graded Valve Grinders



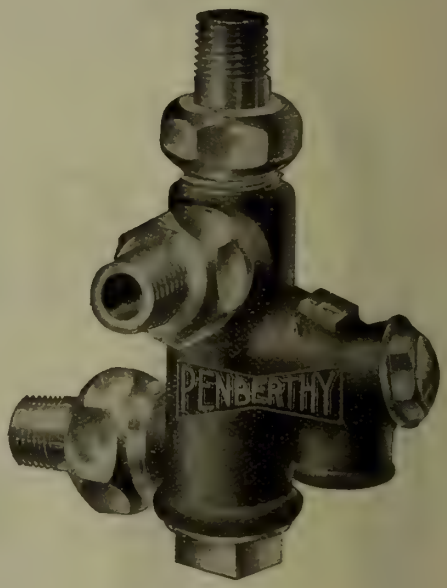
Fit All Sizes of Valves

These grinders are adapted to fit different size valves, and being reversible, can be operated on both valve seat and stem, the grinding surfaces being flat, concave and convex. **All** that is **necessary** to **operate** these **grinders** is a **brace** and a **wrench.**



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H. S. HOWLAND, SONS & CO. LIMITED

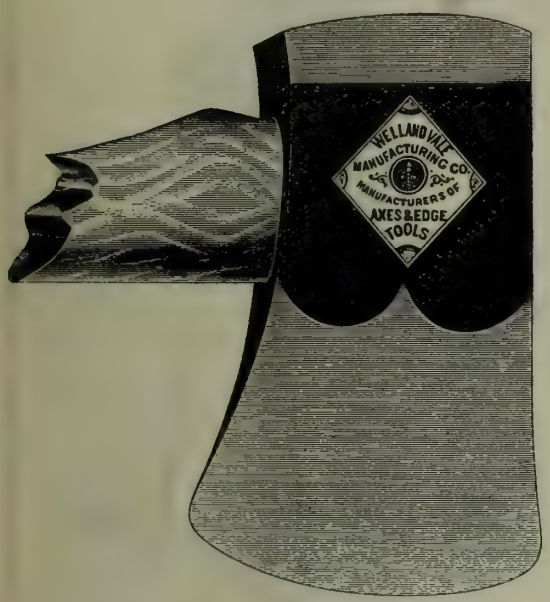
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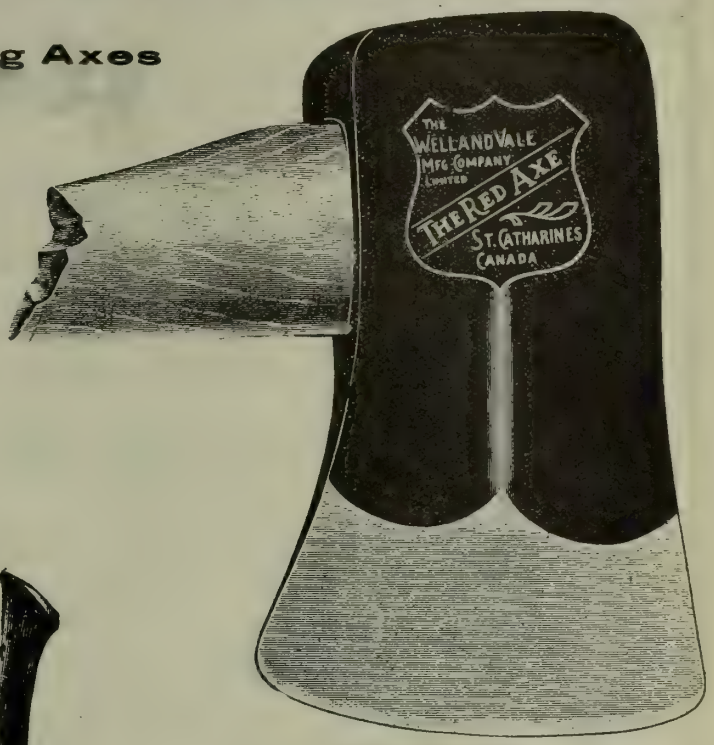
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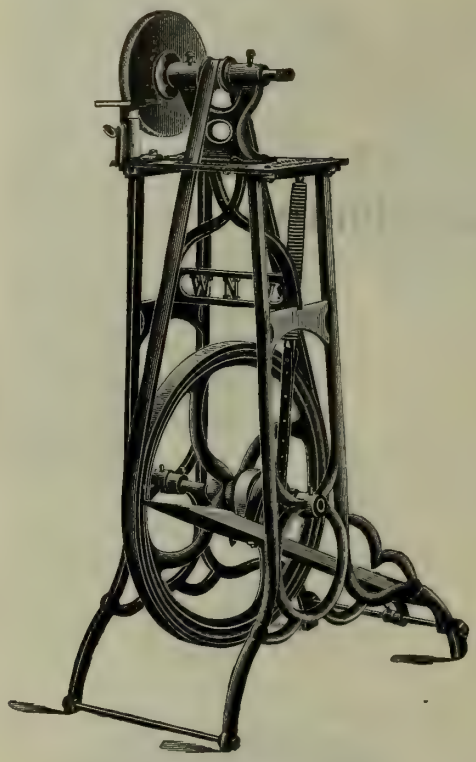
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GRAHAM NAILS ARE THE BEST

Our Prices are Right

FOOT POWER EMERY GRINDERS



No. 1 Waupaca

WAUPACA

No. 1 Waupaca grinder is strongly built and has a very high speed. It is operated by foot, and runs as high as 2,600 to 2,800 revolutions per minute.

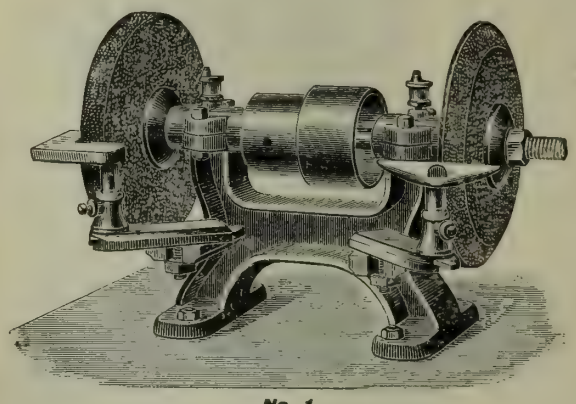
The driving devise of this machine is the Dana Patent Friction Clutch.

This machine is supplied with an emery wheel 8 x ¾ in., and when packed for shipment weighs 100 lbs.

No. 10 Union grinder is gear driven with new positive ball Clutch, and reaches a speed of 3,000 to 4,000 revolutions per minute. It is made with milled pinions and cone bearings, and is supplied with an emery wheel 6 x ¾ in. Weight packed for shipment, 20 lbs.



No. 10 Union



No. 1

EMERY WHEEL BENCH GRINDERS

Size of wheel carried - - -	10″ x 1½″
Distance between wheels - - -	14½″
Diameter of spindle between flanges	1″
Size of pulley - - -	3″ and 4″ x 2½″
Height with wheels - - - -	13″
Weight, -	75 lbs.

FROTHINGHAM & WORKMAN, Ltd.

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GALVANIZED IRON

Our trade in Galvanized Iron Sheets is a large section of our business. We carry big stocks and wide ranges of sizes and gauges. Orders for spring delivery should be placed now so that shipments may be made with the opening of navigation or the inauguration of summer freight rates.

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Famous for its working qualities, finish, flatness and even weight.

72 x 24 in. x 24, 26, 28 gauge.
72 x 30 in. x 16, 18, 20, 22, 24, 26, 28 gauge.
72 x 36 in. x 22, 24, 26, 28, gauge.
96 x 24 in. x 26, 28 gauge.
96 x 30 in. x 24, 26, 28 gauge.
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120 x 30 in. x 28 gauge.

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Our own brand. It has an established reputation for high quality.

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The best American iron, heavily coated, flat and of uniform gauge.

72 x 30 in. x 16, 18, 20, 22, 24, 26, 28 gauge and 10¾ oz.
72 x 36 in. x 24, 26, 28 gauge and 10¾ oz.
96 x 24 in. x 28 gauge and 10¾ oz.
96 x 30 in. x 20, 22, 24, 26, 28 gauge and 10¾ oz.
96 x 36 in. x 24, 26, 28 gauge and 10¾ oz.

We can also fill at any time orders for a great variety of weights of black and tinned steel sheets, and tin and terne plates.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, CANADA.**

Showrooms, TORONTO, 77 York Street. **OTTAWA, Holbrook Chambers.** **QUEBEC.** **FRASERVILLE.**

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Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

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HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

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A. D. 1833

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Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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Everybody has heard of the
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Its advantages as a Buyers Guide and the addresses of Manufacturers.
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The Hanover Portland Cement Co., Limited,
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Manufacturers of the celebrated
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OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

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BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

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The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
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Our Ash Sifter Shovel should be in the hands of every hardware and stove dealer. It sifts ashes right inside furnace pit, throws cinders back into furnace, then same shovel takes upashes. No ashes go through unless you shake; no dust if you keep shovel close to floor. For sale by all hardware and stove dealers. Manufactured by
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

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Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
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On Admiralty List, Galvanized Malleable Pulley Blocks, large variety of patterns, single, double and snatch for Hemp or Wire Rope. Fitted with Galvanized or Gun-Metal Sheaves Patent Roller Sheaves, or Patent Self-Oile Sheaves. Best possible Workmanship and quality guaranteed. As supplied to H. M. Government. Also cargo Gins and ships' fittings of all kinds.
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Manufacturers of
Soil Pipe, Fittings, and Cast Iron Sinks
Ask Jobbers for "F. F. CO." Brand.

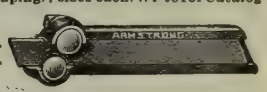
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We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

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ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
GEO. D. PEARSON & CO.
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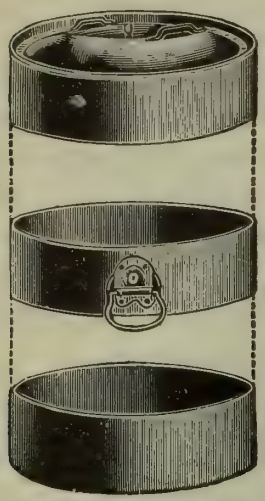
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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS - Proprietors

Davidson's BROAD HOOP ROLL RIM BOTTOM MILK CAN TRIMMINGS



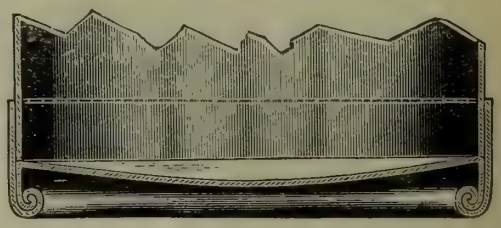
Cheese factory sizes from 10 to 40 Gall.

IN COMPLETE SETS

Comprising 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 in. wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

See how the outer and inner rims are rolled in and then rivetted to bottom hoop.

Diagram showing how strongly our Roll Rim Bottoms are constructed.



The heavy rolled edge makes this bottom doubly durable and saves all wear and tear to factory floors and waggons.

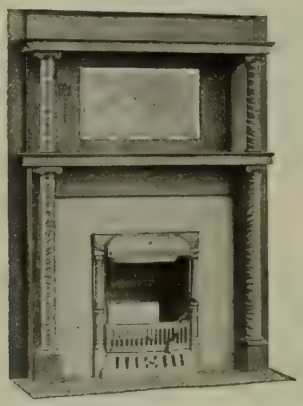
Our bottoms are made concave and drain to the centre and are therefore easy to wash out.

They do not corrode like those which drain to the side.

Our Milk Can Trimmings are unexcelled for ease of making up and our Patent Roll Rim Bottom makes a strong, neat and fitting completion to any Milk Can.

We also carry in stock Tinned iron cut to size for Milk Can bodies, which we can supply promptly.

The THOS. DAVIDSON MFG. CO., LTD., Montreal and Winnipeg



Mantels and Grates

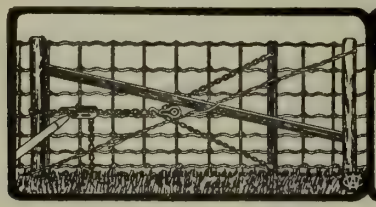
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GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario





HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.

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THE FENCE WITH THE PEERLESS LOCK

WILL TURN ANY KIND OF STOCK

TORONTO PLATE GLASS IMPORTING CO.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

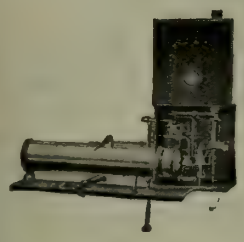
Works: Don Speedway, also Victoria St., - - - TORONTO

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

CAPEWELL CALENDAR, 1908

We want every hardware merchant and every hardware clerk and every salesman, selling horse nails to have one of these calendars, entitled :

"Bertie in the Blacksmith Shop"

Address Advertising Department

THE CAPEWELL HORSE NAIL CO.

WINNIPEG, TORONTO, VANCOUVER

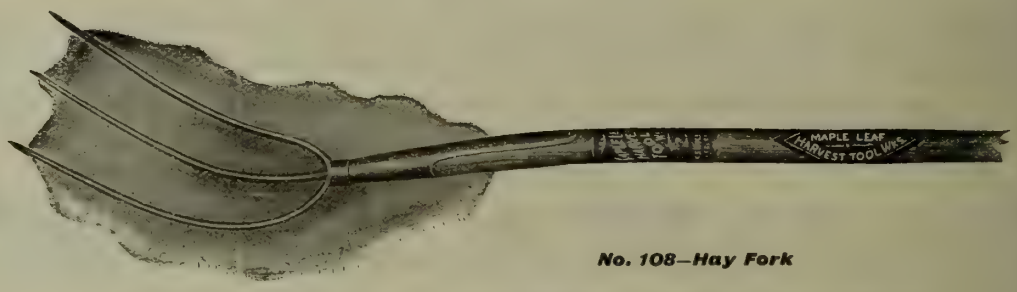
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.



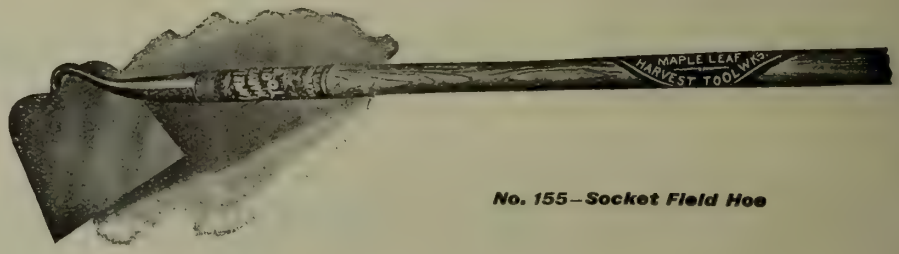
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

"WE WORK WITH THE TRADE"



OUR PRESTON FACTORY

Our facilities this year are better than ever before—**MUCH** better. We have a larger plant and are giving an improved service in every way. The high quality of our goods will be maintained, and our prices will ensure a good profit to the dealer. Our widely-advertised "Acorn Quality" line will be the surest money maker for you this year, and **WE WANT YOUR BUSINESS.**

OUR LEADERS:

"Safe Lock" Steel Shingles
Classified Steel Ceilings
"Acorn Quality" Corrugated Sheets
"Herringbone" Lath

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

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J. A. Bernard, QUEBEC
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Wm. M. O'Neill & Co., VANCOUVER



ASK ANY PUMP MAN

who has ever used our Fig 92, and if he does not say "it is the best ever" then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right as well. Let us have a little talk together.

The R. McDougall Company Limited

GALT - CANADA

BANNER COLD BLAST LANTERNS



Attractive. Substantial. Made from heavy tin plates. The most up-to-date and reliable lantern on the market. Sold by all prominent Jobbers. Orders solicited through the Jobbing Trade. Manufactured by

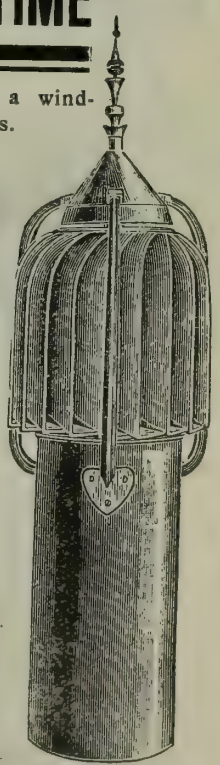
ONTARIO LANTERN AND LAMP CO. LIMITED
HAMILTON, ONT.

WORKS ALL THE TIME

Some ventilators will work only in a windstorm that spoils their effectiveness.

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature within and outside the building.



St. Peter's School,
Montreal, June 1st, 1903.

Messrs. The J. W. Harris Co., Limited:

Dear Sirs,—

In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother Jordanus, Dir.

—MANUFACTURED BY—

THE J. W. HARRIS CO., LIMITED
CONTRACTORS, - MONTREAL

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

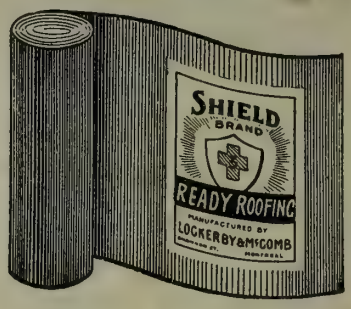
The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

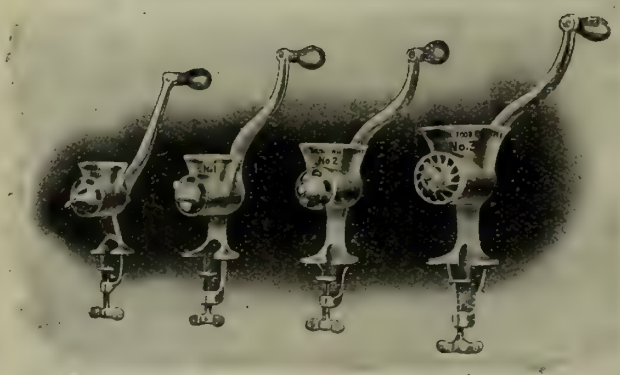
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

Profitable Food Choppers



¶ If you want to get in touch with a line of really well paying food choppers, write us about the "**GENERAL**" and the "**SHIRREFF.**" They have self-sharpening, non-rusting steel knives, and all the parts are tinned and easily interchangeable. Four steel cutters with each chopper, enabling the user to chop anything to any size. Better write us now about the profits.

Shirreff Mfg. Co. Ltd.,

BROCKVILLE, ONT.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.



"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation.. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

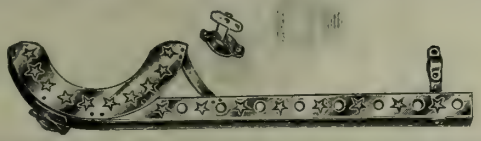
Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

EASY MONEY

seldom comes to the Bicycle dealer. It is just possible that our Metal Half Chain Guard



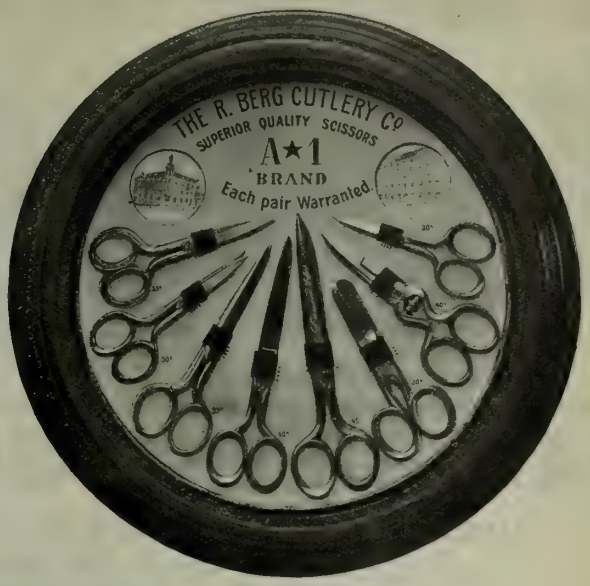
has cashed in more easy money for Hardwaremen than almost anything else on the market.

Many of these guards will be sold in your town this season. Light, strong, dainty, popular—these four words tell our story. There's a profit story attached. Do you know it?

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative



Order a set of THE R. BERG CUTLERY CO'S

SCISSORS

and this nice show case is yours FREE OF CHARGE. Always keep in mind that nicely displayed goods are already half sold; that is why these showcases take so well all over the Dominion. They act as

SILENT SALESMEN

of goods, which are SECOND TO NONE in quality, finish, workmanship, etc., etc. Ask your jobber for details.

F. W. LAMPLOUGH & CO., 9 De Bresoles Street, MONTREAL

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

RAKE IN THE MONEY

by selling the latest improved wooden hayrake. That is the

EUREKA RAKE

The rake which will stand the wear. The rake which catches your customer's fancy the moment he sees it, and which convinces him that you give him full value for his money. The main stem and the braces of Eureka Rakes are sawn in one piece, and the handle is firmly morticed to the head.

There is big money in handling this superior line.

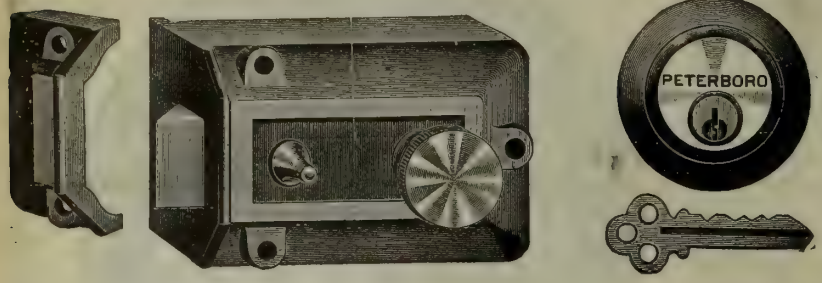
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J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

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UNEXCELLED IN CUTTING POWER, DURABILITY AND UNIFORMITY

Every File Absolutely Guaranteed.



MADE OF SHEFFIELD STEEL

The file that seems to get better long after the others are worn out—The regular old fashioned, durable, hones file. Try a few dozen.

THE CANADIAN FAIRBANKS COMPANY, LTD.

MONTREAL, TORONTO, CALGARY, WINNIPEG, VANCOUVER.

H&R

GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

Our catalogue tells about our full line and gives valuable selling points.

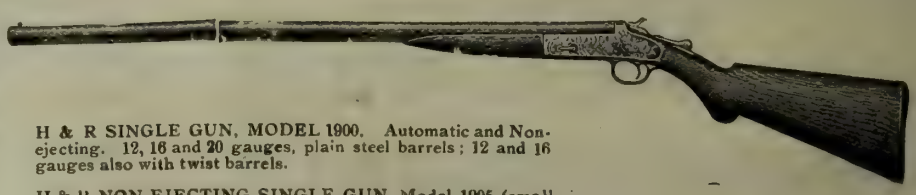
WRITE FOR IT.



Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

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NEW YORK CITY

"Quality Unsurpassed"

BELLEVILLE

Horse Shoes

For Particular Blacksmiths

Toronto and Belleville Rolling Mills

LIMITED

BELLEVILLE, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

...FULL STOCK...

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.

ST. JOHNS, QUE.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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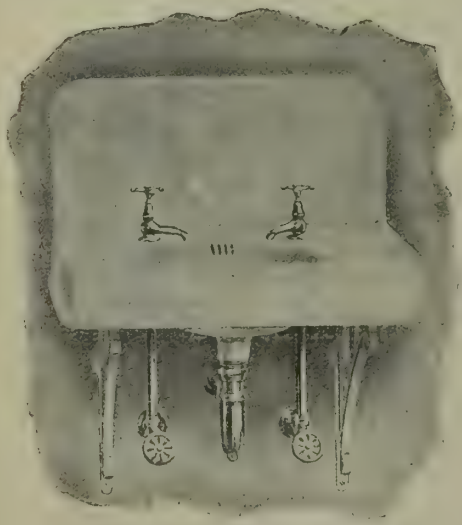
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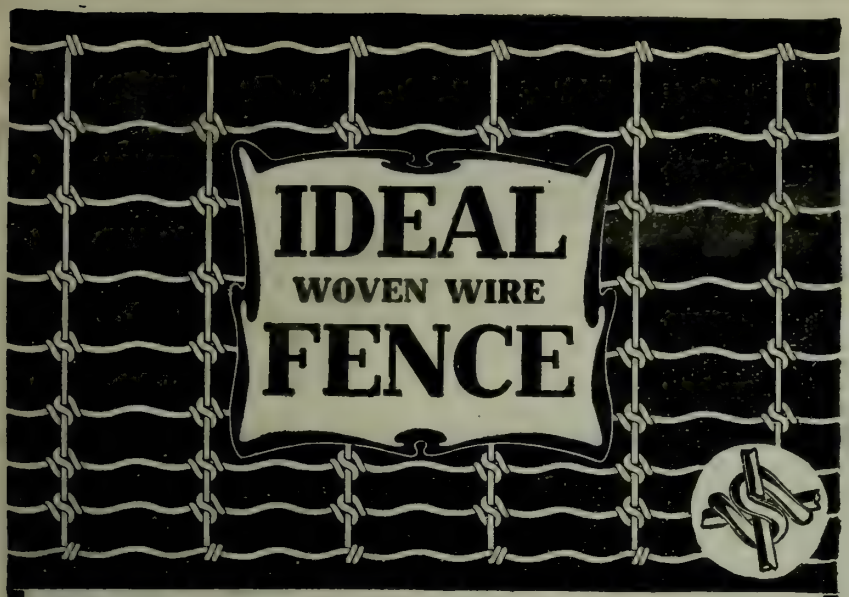
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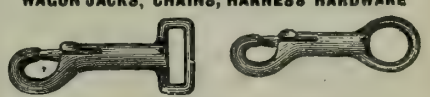
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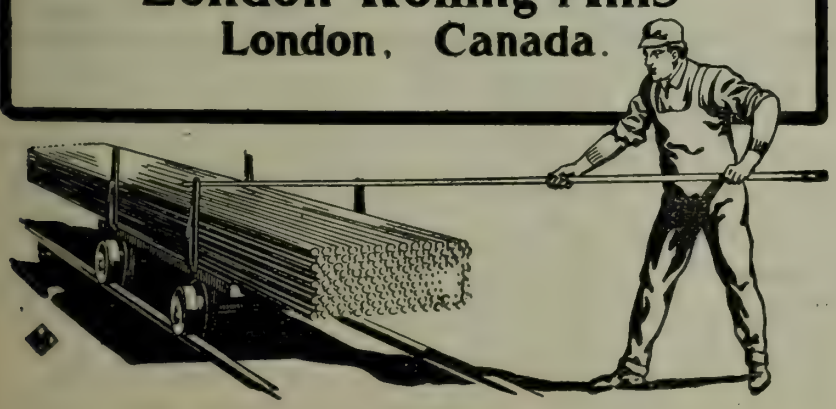
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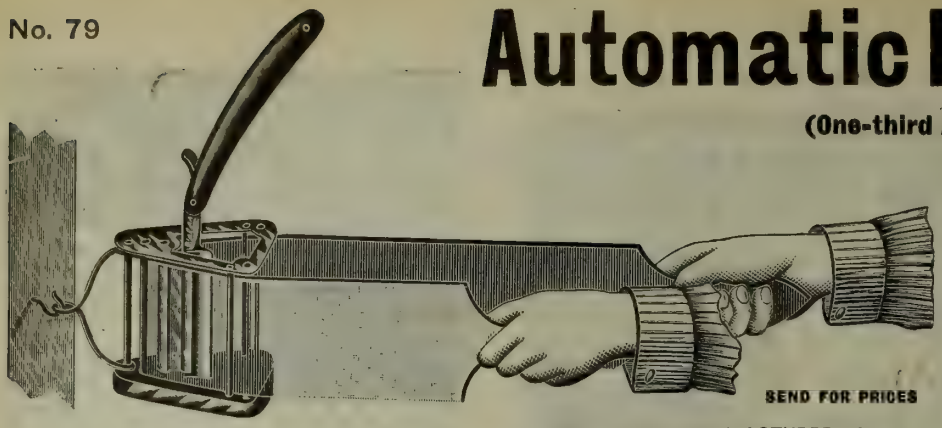
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Not one in a hundred understands how to strop a razor perfectly. With this you can strop a razor in the dark as well as in the light. A boy can do it as well as a man.

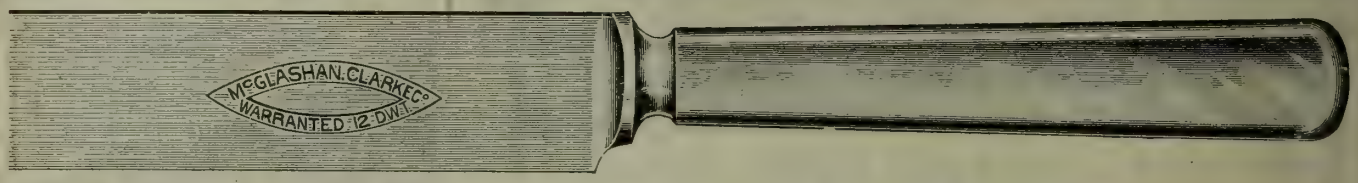
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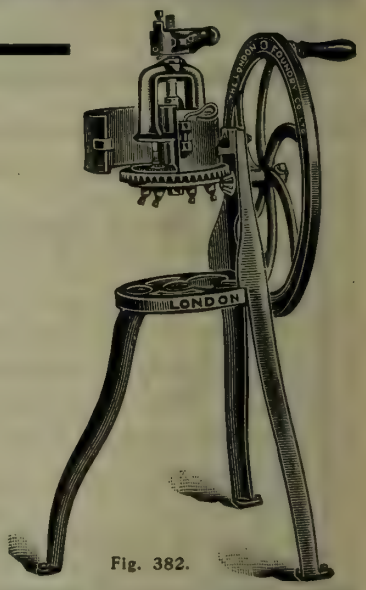
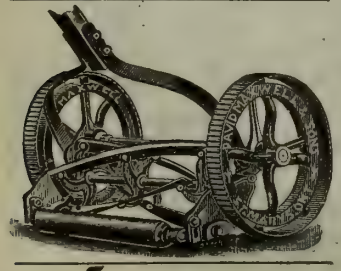


Fig. 382.

THIS IS IT



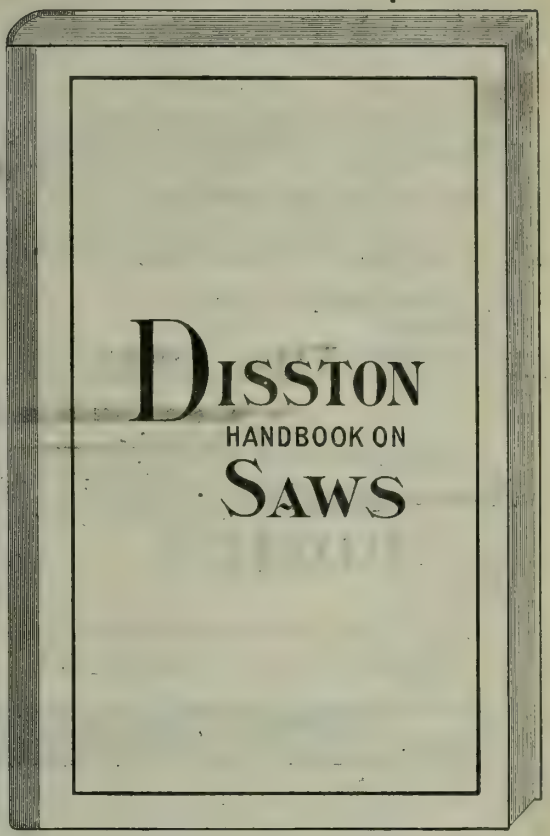
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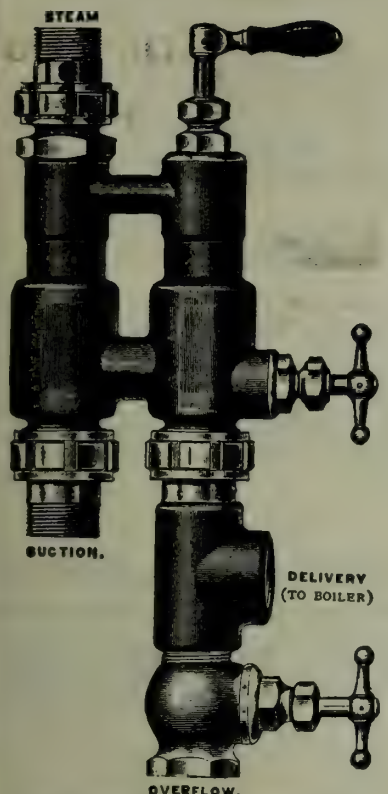
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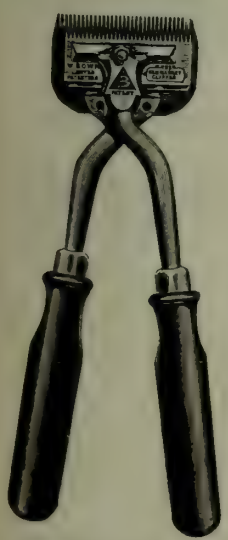
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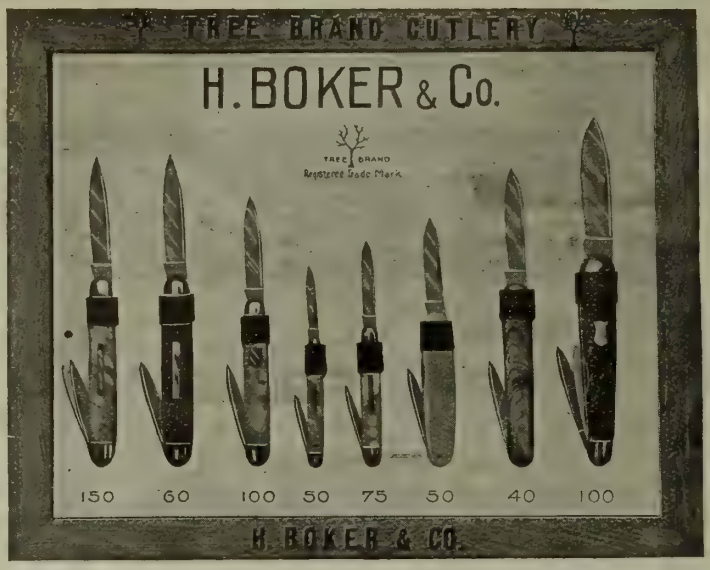
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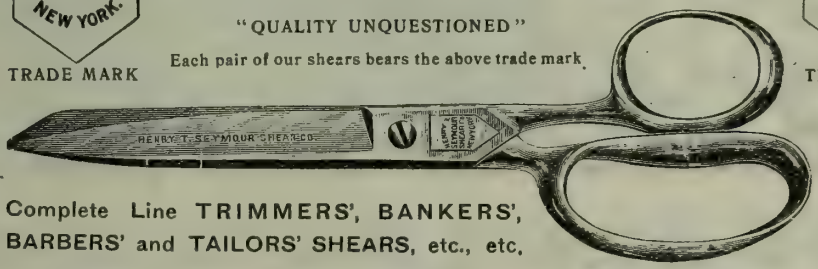
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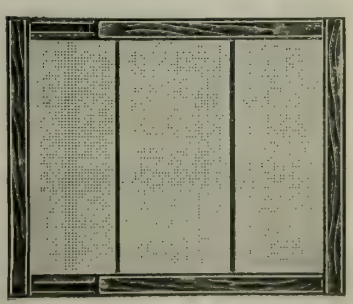
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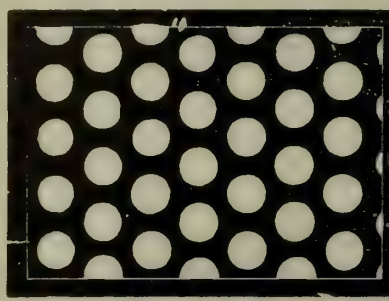
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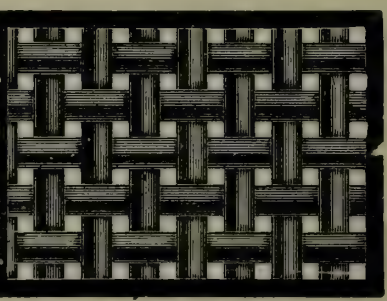
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Co-operative Act to Become Law

Measure introduced in Parliament last year by Mr. Monk to be put through this year as Government Measure—Protests by merchants count for little—Law aims to allow workers or farmers to form companies at smaller cost than mercantile corporations—A few co-operative enterprises in Canada that have gone under.

From our Special Ottawa Correspondent.

Ottawa, Jan. 15.—Mr. Lemieux, Postmaster-General and Minister of Labor, has just returned from the far east, and as soon as the Japanese immigration question is disposed of the Minister will take up one of the most important measures affecting the working classes, both agricultural and artisan, which has been before Parliament in recent years. As the Industrial Disputes Act is generally spoken of as the Lemieux Act, so the act respecting co-operation which will become law this session, unless something unforeseen happens, will be known as the Monk Co-operation Act. Mr. Monk introduced his bill originally in the session of 1906. After the second reading it was referred to the committee on banking and commerce, and there it was held up for the remainder of the session. The member for Jacques Cartier reintroduced the bill last session, and his suggestion that it be referred to a special committee of the House was accepted by the Government. Several meetings of the committee were held, many important witnesses were heard, both for and against the measure, and the outcome was a unanimous report recommending the adoption of Mr. Monk's bill by Parliament with a few changes. Mr. Lemieux, who was chairman of the special committee, gave a specific pledge to the House that he would take charge of Mr. Monk's bill this year as a Government measure, and for this reason it will readily be understood that the bill is bound to become law. In very few instances in this country is a Government measure ever defeated, and it will require the strongest possible pressure to induce the Government to depart from its promise with regard to this particular bill.

The Legislation Outlined.

The bill last year was entitled, "An Act Respecting Industrial and Co-operative Societies." This year, however, it is known simply as "An Act Respecting Co-operation." Its special object is "to provide for the creation and organization of industrial and co-operative societies among the farming and laboring classes of Canada." It is proposed to place the administration of the Act under the Minister of Labor by application to the Department of Labor. Any number of persons, but not less than seven, may be incorporated as a co-operative society. The corporate name of the society shall not conflict with that of any existing organization. The shares are to be determined by by-laws of the society, but no share shall be less than one dollar. No society is to be permitted to carry on the business of credit and savings, unless such society lays aside twenty per cent. of its yearly net profits in order to establish a fund to meet losses. The advancing of money by loan, discount or otherwise, or the acceptance of deposits from any person other than members of the society is prohibited. The banking operations are to be limited to the electoral division in which the head office is situated, except in the case of cities which may be composed of one or more electoral divisions, such as Toronto and Hamilton, when in such case the Minister may authorize the society to transact business within the limits of the city. In the case of co operative banks, the members of the board of management shall not have the right to borrow, either directly or indirectly, from the society. Provision is also made in the act for a board of supervision, for annual returns to the department, for the inspection of books, for investments, for the adjusting of disputes between members, for the amalgamation of several societies within the same district. The schedules to the act contain the form of application to the Department of Labor for incorporation, draft rules of societies incorporated under the act; and the form of the annual return to be furnished to the Government.

It will be gathered from the foregoing synopsis that considerable care has been bestowed upon the provisions with respect to co-operative banking, but it will be readily understood that the machinery provided will apply to any class of distributing society.

The testimony adduced before the special committee last session was of a most interesting character. Much was said with regard to co-operative banking, but in addition considerable information was forthcoming regarding the work of distributing societies in different countries.

Co-operative Credit Societies.

Alphonse Desjardins, president and manager of "La Caisse Populaire de Levis" (The People's Bank of Levis) was examined specially with regard to the co-operative savings and credit features of the bill. He stated that he had given special attention to the co-operative societies of Europe and had for ten years enjoyed an active interchange of correspondence with many continental leaders of the movement. Mr. Desjardins referred to the educative feature of co-operation on the poorer classes as a valuable factor and traced the reasons for this. He explained in detail the methods of operation in the credit associations established under the co-operative system, and particularly the plan of the Caisse Populaire at Levis, Que. Levis is a town of 7,000 with an industrial population, the industries being railways, foundries, one or two machine shops, and a shoe factory. Some of the country around Levis is included in the scope of the People's Bank. By-laws were adopted on December 6, 1900, about 50 citizens being at first associated together. On January 25, 1901, the first semi-monthly financial statement showed assets of $242. On January 21, 1907, the total assets were $48,775. Mr. Desjardins explained how the capital had been got together, the system of loans and the general conduct of the business of the association, which during six years had loaned over $200,000 and had not lost one cent. This was not exceptional, Mr. Desjardins contended. He mentioned a letter he had received from Luigi Luzzatti, chairman of the Popular Bank Association of Italy, in which that gentleman stated that in 41 years' experience with 800 popular banks, the loss amounted to one-tenth of a cent on each two thousand francs loan for the whole period. Mr. Desjardins gave his view of the reasons for so small a loss in co-operative banks. Discussing the expenses of the operation of the Levis Bank, Mr. Desjardins stated that during the six years of its existence they had amounted to $547, including cost of printing. The whole work of the association was done without salary or indemnity, and the office was in his own house. Mr. Desjardins explained in detail the system of auditing, but showed that to a large degree the operations of the society were based on the character of the individual mmber, a vital point in connection with which was that all the members were well-known to each other and were mutually interested in protecting the interests of the association.

Mr. Desjardins mentioned that a year after the Levis Bank had started a similar institution had been established at St. Joseph de Levis, and two years ago a third was established at St. Malo; both the latter are doing well.

Mr. Desjardins gave as his opinion that the five or six co-operative societies which had been started during the past 20 years in Montreal and had gone to pieces, were not genuine co-operative associations; they were so in name, not

in fact. He laid before the committee the by-laws governing the expulsion of members of the Levis Bank to show the care exercised with regard to the question of membership and especially as to the trustworthiness of each member.

Co-operation in Agriculture.

Mr. Desjardins quoted figures which show that there are in France now 18,000 co-operative agricultural associations, established for various purposes and including thousands of village banks. The membership is over 800,000. There were even co-operative associations for the insurance of cattle, insurance of crops against hail for almost all purposes imaginable, which purposes could not be approached at all with profit, he supposed, by the industrial insurance system. Banking or loaning co-operation had developed wonderfully in Germany, while other aspects of co-operation had been neglected. Similarly, distributive co-operation had been the special form developed in England; and productive co-operation up to about ten years ago had been better developed in France than elsewhere. Each country had its particular needs and those needs had to be satisfied by peculiar associations. In Canada, it might be found necessary to amalgamate two or three present forms of co-operation, or a new form might be evolved adapted to those districts where colonization is proceeding. Mr. Desjardins had had no practical experience of distributive co-operation, but from what he had read and studied, he saw no reason why success could not be achieved in other forms of co-operation.

F. O. Dugas, member for Montcalm, stated that in the county of Montcalm the average crop of tobacco was between three and four million pounds. He had studied the present bill and thought its provisions would be of great use to the farmers of his county. In Canada tobacco was put on the market without being properly cured. In the United States farmers who grew tobacco dried it in their sheds, and it was then sold to other parties who redried, cured and sorted it. There was no such thing as this latter procedure in Canada. He was quite sure, if the bill became law, making it possible for a company to be easily formed, there would not be one but several societies of the kind organized in his county. There were about 25 tobacco traders in the county, each of whom made at least $1,000 a year, representing $25,000 a year taken from the farmers of Montcalm. The dealers sold the tobacco to the manufacturers without improving it, acting as agents only.

J. A. Ruddick, Dairy and Cold Storage Commissioner, of the Department of Agriculture, stated that he thought there was a strong disposition in Canada amongst dairy farmers and fruit growers towards the co-operative movement. Most of the cheese factories of Quebec Province contained the germ of the co-operative principle, inasmuch as the farmers consented to bring their milk to one point to have it manufactured. In some cases the farmers owned the factory. There were some that were truly co-operative factories, but a great many were purely joint stock companies. Referring to the success of co-operative methods in Danish agriculture, Mr. Ruddick stated that the first co-operative creameries were established in Denmark in 1882, and there were now over 1,100 in the country, besides about 200 privately owned concerns. He traced the growth of the movement and showed the remarkable effect it had had in developing the dairy industry of Denmark. He though in the long run the establishment of co-operative societies on a similar basis in Canada would have the same result. He instanced the fruit industry particularly, as one to which the movement might be applied with advantage. The great lack in the apple trade was that of organization. There were, however, 25 associations of a co-operative character already established in Canada, and working very successfully. Mr. Ruddick indicated the names of these associations, all of which were located in Ontario, and read a copy of the by-laws by which they were respectively governed. The capital stock was held in shares of a dollar and no member could hold more than 20 shares.

Canadian Conditions Not Favorable.

Prof. Adam Shortt, of Queen's University, Kingston, thought Mr. Monk's measure suited to a number of Canadian industries. Co-operation was to be found in its chief working in Europe, where the conditions were favorable and many different organizations had been developed. Prof. Shortt indicated the special forms of co-operation that different parts of Europe had developed, and commented on the peculiar fluidity of capital and labor in America, which was not tied to locality so much as in Europe. The consequence was that the tendency to concentrate labor and capital in the same locality was not so necessary nor so developed. At the same time, there were certain lines in which co-operation in the form indicated in the bill was very necessary to supplement our process. Many of the co-operative movements in agriculture in Western Ontario had been eminently successful. He approved the general principles of the bill, but took some exception to the banking phase of the measure. He particularly dwelt on the difference in the banking methods of the North American continent and of Europe. The witness also proceeded to discuss the application of the co-operative method to different businesses.

A. McNeil, head of the fruit division of the Department of Agriculture, gave evidence showing the excellent results of co-operation as applied to the apple industry in Western Ontario. Such organizations usually originated in the action of eight or ten or more farmers who made a mutual agreement to put their fruit into the hands of a manager for sale and did not otherwise organize. A step beyond this is taken where the farmers had organized under the Cold Storage Act in Ontario, and under similar Acts in British Columbia and Nova Scotia.

The witness explained various ways in which co-operation would, in his opinion, prevent the waste of fruit and gave in some detail the plan of operation of the existing associations.

There was no more effective way, he believed, speaking as chief of the fruit division, of enforcing the Fruit Marks Act than by organizing apple growing districts into co-operative associations. There was every incentive for the members to obey the law and see that it was observed.

Help Officials to Buy Cheaper.

W. L. Mackenzie King, C.M.G., Deputy Minister of Labor, said he had spent a year in Europe investigating industrial conditions, and during that time went carefully into the question of co-operation in England and on the Continent. Mr. King outlined the character of different co-operative associations organized by the students at Harvard, and explained their working. He thought a co-operative society would be a great advantage to the members of the civil service in Ottawa, and would increase their income on an average by 10 or 15 per cent. Mr. King read to the committee the views of Prof. Robertson, as to what the co-operative movement had accomplished in the development of agricultural industries in Canada, particularly dairying. He placed in the hands of the committee official reports of various other co-operative enterprises in Canada, and read a communication from the correspondent of the Labor Gazette, at Guelph, with regard to a co-operative association which had been formed there among workingmen with a view to meeting what they thought were excessive prices being charged for bread. The Guelph Co-operative Association, which was started as a consequence, had proved very successful.

Mr. King also brought to the attention of the committee the co-operative movement introduced among the fishermen on the coast of Labrador by Dr. W. T. Grenfell, the well-known medical missionary of that region.

Asked by Mr. Verville, whether under the proposed Act, 500 of the laboring people in a city could establish a co-operative bank for themselves, Mr. King replied: "They could start a co-operative society for the purpose of obtaining credits. I think the use of the word "banking" is a misnomer; it is rather a system of mutual credit based on knowledge."

Unquestionably, he thought, in a large city of 300,000 and more, such a credit system could be established so as to help the members. "I think what would happen in a good many cities is that the men who had formed themselves into trade unions would very likely form associations also for the purpose of mutual credit." Mr. King did not think organized labor in Canada had given much consideration to the question of co-operation, save in districts such as

Nanaimo and Cape Breton, where there were men from the Old Country who had seen the movement. Mr. King believed the present measure would permit of credit societies being formed and would, he thought, deal a blow at the usurer. He added that the workingmen might hope, by means of the co-operative movement, to improve their standard of living by decreasing the cost of living, and he was inclined to think that "as the co-operative movement makes headway we will find industrial strife begin to diminish in proportion."

Governor-General Favors Law.

His Excellency, Earl Grey, Governor-General of Canada, appeared before the committee by request and made a statement of his views on the subject of co-operation. Lord Grey said he was president of the International Co-operative Alliance, the object of which was "to make known to civilized peoples of the world what are the methods and aims of co-operation, to explain the principle and to point out the methods by which that principle can be applied to the industrial life of the people." He did not propose to refer in any way to the provisions of the bill before the committee. He had visited the Caisse Populaire at Levis and he believed the bank started by Mr. Desjardins had already proved a great assistance to many, and it appeared to him to have this distinctive feature, that while it did much good it did no harm. He had satisfied himself from an examination of the books of the association that it was conducted on safe business lines.

Earl Grey commented on "the remarkable and most encouraging success which had followed the establishment of agricultural banks in Continental Europe and in Ireland and India," and gave what he believed to be the reasons for this success. His Excellency proceeded to indicate the result of his reading and observations as to the working of co-operative institutions in various European countries. Starting with Denmark, the Governor-General showed how the movement had originated in 1864, and that there were now nearly 1,000 societies with nearly 200,000 members; this for a population of under 2,500,000. His Excellency indicated the industries to which the movement was applied, dwelling particularly on the co-operative dairy started 25 years ago, and now exporting $12,000,000 to $13,000,000 yearly to English co-operators alone.

In Ireland the first co-operative society was established in 1889, and now contained 891 co-operative societies affiliated with the Irish Agricultural Organization Society, with a total membership of 90,000 members and a trade turnover for 1905 of $10,000,000. The co-operative association included 300 creameries, 150 agricultural societies and 230 credit societies, and there were, in addition, poultry associations, flax societies, beekeepers' societies, and various home industries' societies.

The chairman (Hon. Mr. Lemieux) remarked that the Minister of Finance had stated that he would not object to the bill provided the word "bank" is not used; the bill could be amended to avoid the use of that word.

Retail Merchants in Opposition.

The bulk of the testimony before the committee was in favor of the co-operative principle, but the opposition side was also heard, Mr. E. M. Trowern, of Toronto, Dominion Secretary to the Retail Merchants' Association of Canada, representing 10,000 merchants, said he had been delegated, together with Mr. Beaudry, the Dominion Treasurer, to submit to the committee such information as they had on the subject of co-operation. He read the following resolution which had been passed by the Dominion Board of the association, viz.:

"That whereas a bill has been introduced at Ottawa by Mr. Monk, asking the government to endorse co-operative societies, and to give them special privileges to the detriment of the retail trade, that this association do all in their power to defeat this measure."

The board had obtained the opinion of the various branches before passing the resolution. The witness took exception to the measure as not attempting to form co-operative societies among the farmers and laboring people by enabling them to work together and pool their money together and divide the profits. It aimed at giving the farmers and laboring people of the country "an opportunity of combining together, getting any one's capital that they might like to get, and by combining, to destroy the retail and wholesale merchants of this country." In the first place the bill dealt with trade and commerce, and should come under the Department of Trade and Commerce if brought into effect, and not that of labor. He objected to the clause that authorized municipalities to invest their money in these societies. He regarded it as a trap laid for the uneducated people who knew nothing of trade and commerce. In Scotland, co-operation had destroyed the retail and wholesale business and it had been done by offering dividends to the public to buy in these stores, which had congested and centralized trade. Mr. Trowern claimed the measure was unfair to the retailer because the officers of the association could not be reached as easily as an ordinary merchant in the event of his misrepresenting the goods he sold. He stated: "If the bill goes through, you will require a specific clause inserted that the president or secretary of these co-operative societies should be held responsible for the deeds of these societies, as we are as retail merchants." Mr. Trowern further claimed that experience in Scotland had proved that, "the man in the co-operative concern who does the buying from the manufacturer has had paid over to him without the full knowledge of his confreres certain moneys for himself to divert trade into the co-operative channel."

Law Gives Special Privileges.

W. C. Ellis, of Ottawa, made the following statement with reference to a remark by Mr. Monk concerning the object of the bill: "Mr. Monk has mentioned what, to my mind, is the whole point of the objection I would take to this bill; if the retail merchant, or any other merchant, wholesaler, or anybody else, wants to form a company, he has to pay for a charter in order to do so. These people are asking for the privilege without paying for it. That is where the unfair competition comes in. The poor retailer in the city has been living here and paying his taxes in order to do business. He has been paying clerks and paying taxes, and he has been an advantage to the city. And now the people themselves, who have been the retailer's customers, we will say, want to reap the little profits that he has been making. They want to get together, but they don't want to pay the couple of hundred dollars necessary to get a charter. But if that merchant wanted to start a company, he would have to get a charter. That is the whole thing; that is unfair to the retailer."

Mr. Beaudry, of Montreal, Dominion treasurer of the Retailers' Association of Canada, gave evidence along the same lines as that of Mr. Trowern and Mr. Ellis. He said the great problem in business to-day was this; quality, quantity, and price had to be considered, and in any business transaction these considerations could not be ignored. The bill would permit the operation of co-operative societies by which the members could go direct to the source of supply for their goods, thus doing away with the middleman's profit. The bill also proposed to permit members of co-operative societies to do their own banking. The preamble declared that the bill was for the poor man. This could not be so because a poor man would be out of it. The man who wanted to go into business must have capital, and a co-operative society similarly must have capital. The principle of the bill reversed the system of distribution of goods. There was no way to distribute goods cheaper than through the wholesaler and retailer. If they could produce evidence to him that goods could be distributed in Canada to-day at less cost than through the wholesaler and retailer he would be in favor of the bill. He would not say that the banking privilege granted by the measure would hurt the retail men but if men inexperienced in banking were allowed to carry on such business, and they failed, it would discredit banking in Canada.

Co-operators Avoid Personal Responsibility.

The evidence of this witness was challenged by several members of the committee. Mr. Smith, of Nanaimo, asked; "If the retail merchants have the right to sell goods, and the public themselves are granted the same right, is it not putting them in a position of equality?" Mr. Beaudry replied: "Certainly. But that is not the effect of this bill." Mr. Smith contended that this was the root of the whole matter, to which Mr. Beaudry retorted that the public wanted to get the right by means of special legislation, by avoiding personal responsibility. If any men wanted to form themselves into a company to-day they would have to pay from $200 to $600, whereas, under this bill, any score or twelve men could escape that payment. In conclusion, Mr. Beaudry once more emphasized the fact that quality, price and quantity were the three principles to be considered, and there should be an enactment making misrepresentation with

regard to these things a criminal offence.

As previously stated, the special committee, despite the objections raised by the representatives of the Retail Merchants' Association, reported in favor of the bill, with certain changes. The report in part is as follows :

Special Committee Favors Bill.

"From the evidence, derived from persons who have made a special study of the co-operative movement in Europe, it appears clearly that co-operation offers very great advantages to the farming classes, particularly in certain branches of agricultural pursuits, such as dairying, market gardening and fruit culture. Co-operation has also been proved of great use in the purchase by farmers of agricultural implements and fertilizers.

"Your committee found that co-operation offers a means for the laboring classes to purchase, under the most favorable terms, the necessaries of life and the articles required for the exercise of any trade. It also provides a system by which the wage-earners can either build or acquire their own homes, by means of small loans from credit and saving societies.

"Your committee have given the credit and savings feature of the bill their special consideration and have arrived at the conclusion that any general movement to foster co-operations destined to provide small loans and means of investment for people whose situation removes them from the sphere of action of our ordinary banks, should be encouraged. In dealing, however, with this feature of the proposed measure, your committee have provided special clauses destined to surround the exercise of the credit and savings power by these societies with all necessary guarantees to prevent any possible abuse.

"The interesting experiment made by Alphonse Desjardins with the institution known as 'La Caisse Populaire de Levis,' establishes clearly that this special form of co-operation is productive of the best results and can be carried out without risk, if under proper control.

"This control and supervision your committee have sought to ensure in the bill.

"The witnesses heard by your committee are persons well versed in the co-operative movement since its inception; their testimony bears out with singular unanimity the conclusion to which your committee have arrived, that the proposed bill, as amended by your committee, if enacted, would be productive of the best results, and your committee, therefore, recommend that the government take charge of the measure and have it passed."

A Few Canadian Failures.

It is singular that many of the co-operative societies organized in Canada have failed to make good. Notably is this the case in Cape Breton. The list of past failures is as follows:

1st. The Sydney Mines Provident Society, Limited, Sydney Mines, C.B., was started in 1863, failed 1905. The knowledge of the workings of these societies was brought from England to Stellarton and Sydney Mines by miners from England. The Sydney Mines Society did for many years a flourishing and profitable business, as the Stellarton store is still doing. The omission of making provision out of their profits for a reserve fund, the withdrawal of capital from the business, and inability to adapt themselves to changing conditions, brought them into difficulties and on the top of these difficulties their stock and their store was burnt.

2nd. The Britannic Co-operative Society, Sydney Mines, started about 1873 This was in opposition to the older society. The mine officials were the chief movers in this undertaking. They failed to take the patronage of the workmen from the other store and in about three years their business went to the wall.

3rd. The International Co-operative Store, Limited, Bridgeport, C.B., was organized in 1885. dissolved in 1898. The influence of the Provincial Workmen's Association in bringing the workmen of the International Colliery together, and the sympathy of the company's agent, together with the help and enthusiasm of the colliery manager, John Johnston, now of Sydney Mines, gave the first impetus to this society. But for the reasons of no reserve fund, withdrawal of capital, necessitated by the removal of members to other localities, and changing conditions in connection with the collieries, forced them to mortgage the property, pay the liabilities and dissolve.

4th. The Reserve Co-operative Store Co., Limited, Reserve Mines, C.B., commenced business 1887, failed 1898. Did a good and profitable business. Benefitted many of the workmen. No reserve fund, slackness of work for two successive winters, and continued rumors of the closing of the colliery, the withdrawal of capital by members removing to other localities, and a change in the management of the store necessitated by the death of the former manager, are cited as the cause of the failure.

5th. The Morien Mutual, Port Morien, started 1888. Failed 1895. Organized in opposition to the Cow Bay Co-operative Store, it was from the first but an ordinary joint stock company. Reckless credit and reckless buying ruined them. Finally the manager disappeared and the business went into the hands of the sheriff. No reserve fund.

6th. The Victoria Co-operative Store Co., Victoria Mines, C.B., started 1889; failed 1895. Failed because the colliery was closed by the Dominion Coal Co.

7th. The Little Glace Bay Co-operative Store Co. started 1887, failed 1894. The business got beyond its depth at the very outset through imprudent buying, and although they struggled through seven years, mutual confidence, so indispensable to co-operation, was never restored. No reserve fund, withdrawal of capital, indiscreet credit and lack of ability to adopt themselves to fast changing conditions, brought them under.

8th. The Old Bridgeport Co-operative Store Co., started 1895, was burnt out a few months after and never re-organized. No reserve fund.

9th. The Workman's Store Co., Reserve Mines, started 1902, failed 1904. Lack of business capacity on the part of the manager, made this business impossible from the very start.

Of the successful organizations the International Co-operative Store at Old Bridgeport, C.B., started with 36 members, and is now doing a business of over $14,000 a quarter.

The Sydney Co-operative Society, Limited, started 1904, was one of the outcomes of the Sydney strike. It is doing a business of about $1,600 a month, has 76 members, but is greatly handicapped for lack of capital and the constant removal of members to other localities; reserve fund 10 per cent. of profit.

The Glace Bay Co-operative Society, Limited, was organized the present year strictly on British lines. Their business for November was $5,300. Reserve 10 per cent. of profits and all admission fees.

The British Canadian Co-operative Society, Limited, of Sydney Mines, started the present year. This society is composed nearly altogether of Old Country co-operatives. Very few of the members of the old store have so far identified themselves with them. They are adopting Old Country methods altogether. While all the other societies allow credit to the amount of four-fifths of the capital, this society gives absolutely no credit even to their members. They now have a membership of 78, and are doing a good business.

The Broughton Co-operative Society, Limited, never started business. About the time they thought of organizing, work at the new colliery was suspended.

At Stewiack, N.S., the farmers have a union for the distributing of farm produce. This union has existed for a number of years.

About five years ago the farmers of Elmsdale, Hants County, N.S., organized a similar business, together with a consumers' store. This business is doing well.

The Amherst Co-operative Store is in its initial stage. Its membership of 70. It is run on the principle of the British co-operative stores. The store is well organized.

It will be seen from the successes and failures of co-operative concerns in different parts of Canada that with proper management a co-operative society may possibly be made a success, but if ordinary business matters are neglected, as was the case with some of the societies in Cape Breton, then failure is bound to result.

The Imperial Paper Mills and the Northern Sulphite Mills, Sturgeon Falls, may be purchased by a number of American publishers, who, owing to the scarcity of paper, are considering the advisability of taking over the Canadian plant which is recognized to be the finest on the American continent, and which is worth in the neighborhood of $5,000,000.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

COLLECTION SYSTEM EXTENDED.

Announcements will be sent the trade throughout Ontario during the coming week, giving particulars regarding the extension of the work of the association collection department, which now includes a third legal letter, in addition to the two form letters which have done such good work for the fifty-odd hardwaremen who have already used the collection service.

Walter B. Laidlaw, solicitor, London Mutual Building, Toronto, has agreed to send from his office strong legal letters to delinquents who have not been brought to time by the form letters, his charge being only 25 cents for each letter sent, he supplying stationery, paying postage, etc.

With this addition the collection department becomes as complete a service as it can possibly be made, short of taking action before the courts, and members of the association secure this at the very minimum of expense.

At this time when merchants have need for every cent of money on their books this branch of the association work can be of exceedingly practical value to the trade. Farmers and other close-fisted delinquents who are hoarding their money in the banks and letting their merchants worry their brains and wear out shoeleather in trying to make collections can be brought to time by the association collection department.

The outfit of 100 envelopes, 60 of No. 1, and 40 of No. 2 letters, is sent express postpaid by the secretary of the Ontario association, 10 Front street east, Toronto, for only $1, to members in good standing. Non-members can join the association for the balance of the current year to May 1, 1908, for only $1 additional, the annual fee being $3 for twelve months from May 1 of each year.

UNFAIR LEGISLATION.

Retail merchants seem to be the constant butt for legislations to throw bricks at and, be it said in all frankness, so long as they fail to organize to protect their interests, they do not get any more than they deserve.

Workingmen can legally meet to arrange prices on their labor commodity, but it is illegal for merchants to agree on prices on the goods they sell. Wealthy manufacturers can secure mutual insurance by depositing large sums of money with the Government, but the merchants are debarred from this class of insurance by the large deposit required, the high wall being built up by the insurance combine. Merchants are debarred from collecting accounts less than $25 by garnishment. The Postmaster-General aims to put through a parcels post c.o.d. act to benefit the wealthy catalogue house magnates at the expense of the retail merchants, turning every postoffice into a collecting agency for the departmental stores. And now the Ottawa Government is to put through legislation making it possible for a number of farmers or workingmen to form business companies without expense, while merchants to do the same thing, must pay large sums for charters for incorporation as stock companies. That's a pretty long list of legislation acting unfairly upon retail merchants, but it is by no means complete.

Several pages in Hardware and Metal this week are taken up with an outline of the proposed Government measure respecting co-operative companies. The article should be read by every hardwareman, and an invitation is extended to each to express his views regarding this and other unfair legislation in coming issues of this paper. Let us hear how merchants can protect themselves. If the present organization is not effective enough, how can it be made more serviceable to the trade?

The Government having decided to pass this law, it would appear to be useless to attempt to defeat it, though it may be possible to secure certain amendments.

Co-operative stores now exist at Hamilton, Dunnville and other centres, but nearly every town and county in Canada has seen some co-operative attempt made and failure result. Farmers and workingmen have lost large sums, but they seem willing to venture again. Merchants, of course, do not like to see trade demoralized, but they have no right to control the actions of the would-be co-operators. They can, with justice, however, protest against the unfair features of the proposed legislation.

The delusion exists that workingmen as a class can better their condition by organizing co-operative stores, and the Deputy Minister of Labor encourages this idea. Leaving aside the question of the probability of failure resulting history has shown that the condition of the workers as a whole in Great Britain has not improved as a result of co-operative enterprises. There are as many poor-houses and as much degradation in Glasgow, Rochdale, Manchester and other co-operative centres as in other parts of the world, where co-operative enterprises do not exist. If the workers can live cheaper they must work cheaper is an economic law peculiar to our present civilization.

A discussion of all matters of legislation unfair to retail merchandizing would be timely in these columns and if merchants are alive to their interests this invitation will not be disregarded.

NEXT MONTH'S CONVENTION.

Arrangements are nearing completion for the third annual convention of the Ontario Retail Hardware Association. The dates are definitely chosen for Wednesday and Thursday, Feb. 12 and 13, and the meetings will be held in a large hall in the Palmer House building, corner of York and King Streets. The Palmer House will be convention headquarters, a special rate of $2 per day being quoted to delegates, who should reserve accommodations as early as possible.

Single fare rates will be obtainable on all railways coming on Feb. 11 or 12, and returning up to Saturday, Feb. 15. No certificates are required, these rates being in force owing to the Ontario Horse Breeders' Annual Exhibition being held Feb. 12-14 at the St. Lawrence Arena, Toronto. Another big event in Toronto that week will be the series of concerts given by the Mendelssohn Choir in Massey Music Hall, Feb. 10, 11, 12 and 15.

In addition to these attractions some of the manufacturers and jobbers located in Toronto are preparing to make exhibits and throw their sample rooms open to visitors. One stove manufacturer from an outside point, is also preparing an exhibit to be located in the hotel lobby.

The convention gatherings are also expected to be more than usually attractive, the success of the "Question Box" feature last year ensuring that not a minute will be wasted at the meetings. The social features also will be such as to live in the memory of all who attend, some surprises being prepared in this direction.

Break away from business the second week in February and visit Toronto to rub shoulders and exchange ideas with your fellow hardwaremen from all parts of Ontario and you are pretty sure to go home satisfied with yourself and better prepared to push for trade during the coming year.

HELP TO RESTORE CONFIDENCE.

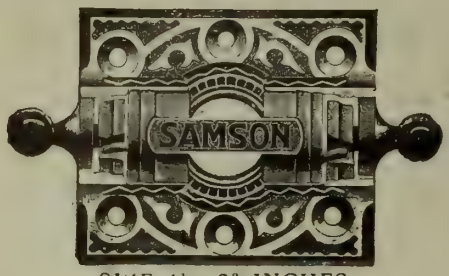
So long as there are unemployed men in Canadian industrial centres, retailers are apt to feel that a depression exists. To put the idle men to work, therefore, should be the aim of all who desire an early resumption of industry.

How can this be best done? By the placing of orders by jobbers and retailers at once for all necessary lines, giving preference in all cases to Canadian manufacturers wherever prices and quality are equal.

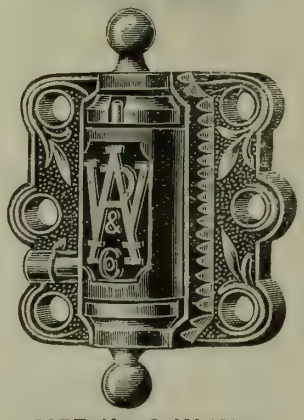
The purchase of cheap foreign goods dumped on the market at this time may help foreign manufacturers, but it will not put Canadian workingmen into active service and enable them to become buyers again.

A word to the wise should be sufficient.

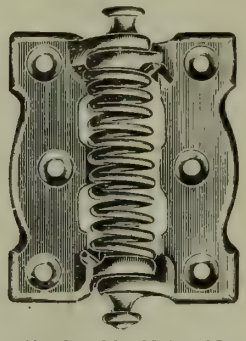
D. McNabb, recently defeated for deputy reeve of Orillia, is not the D. A. Macnab, of Macnab Bros., hardware merchants, known to many in the trade on account of his presence at Retail Hardware Association conventions.



SIZE 4½ x 2⅜ INCHES
HOLD-BACK
No. 5 Royal Bronze.



SIZE 4½ x 3 INCHES
HOLD-BACK
No. 20 Japanned.
No. 120 Antique Copper.
No. 220 Bronze Plated.
No. 320 Dull Brass plated.



SIZE 3¾ x 2½ INCHES
SINGLE ACTING
No. 51 Japanned.
No. 151 Antique Copper.
No. 251 Bronze Plated.
No. 351 Dull Brass Plated.

Spring Hinges

Made in Canada

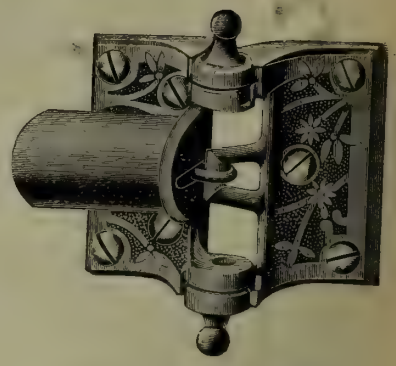
All Our

SPRINGS

are made from

CRUCIBLE STEEL WIRE

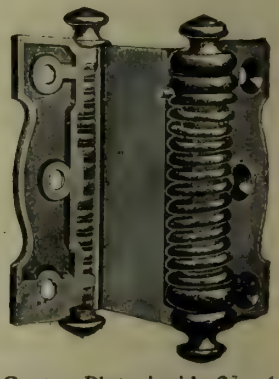
Oil Tempered and will not straighten out or fail to act.



SIZE 3½ x 3½ INCHES
HOLD-BACK
No. 10 Japanned.



OFF-SET FOR ⅞ in. THICK DOORS.
HOLD-BACK.
No. 192 Japanned.



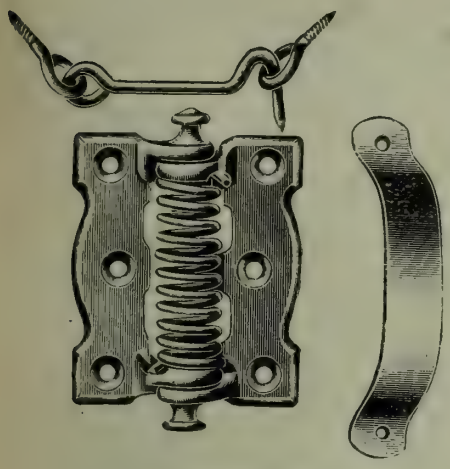
Size of Centre Plate inside 2⅞ x 1⅛ inches.
DOUBLE ACTING.
No. 50 Japanned.

Remember your customers will hold you responsible for the quality of the goods you sell.

TAYLOR-FORBES

MONTREAL BRANCH, 122 Craig St. West.
Head Office and Works, GUELPH, ONT.

Screen Door Sets

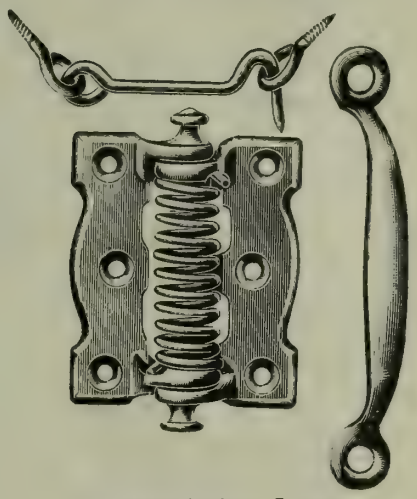


No. 2250 Japanned.

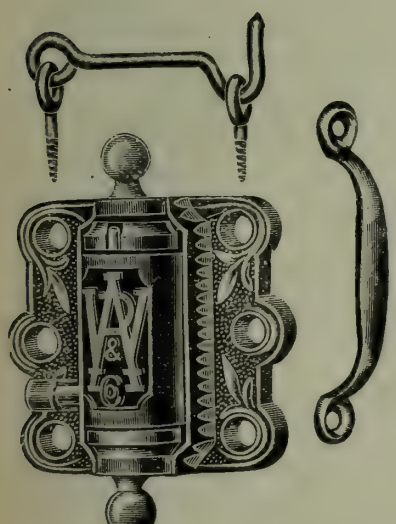
All kinds are packed one set in a box with screws to match

Castings are heavy.

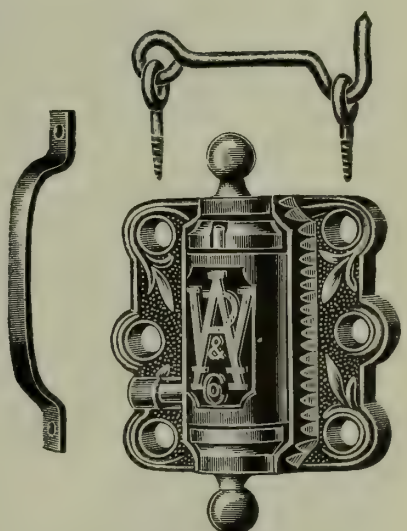
Finish cannot be excelled.



No. 2260 Antique Copper.



No. 2255 Japanned.



No. 2265 Antique Copper.
No. 2275 Bronze Plated.
No. 2285 Dull Brass Plated.

It will pay you to handle only goods made by reputable manufacturers who are well known to you.

COMPANY, Limited

Agencies—H. G. ROGERS, St. John, N.B.
W. A. MACLENNAN, Vancouver, B.C.

HARDWARE AND METAL

Established - - - - 1888

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STOCK-TAKING SUGGESTIONS.

Immediately following the new year, stock-taking engages the attention of the merchant and staff. Unfortunately, as carried out in some stores, it does not serve its intended purpose. When the work has been completed and the inventory list prepared, the proprietor or manager is by no means certain that the figures he sees before him, and which are supposed to represent the relative positions of his business at that time, and the year before, actually perform their function.

The reason for this—or one of the reasons—is the carelessness of clerks in weighing and counting. In order to ascertain if proper care had been exercised, packages of goods with the stock-taking tickets still on had been reweighed, and it was found that in one care a piece of goods marked 48 pounds actually weighed only 46 pounds, while another was almost as much astray in the other direction. It can be readily seen that discoveries of this character have a not unnatural tendency to shake the merchant's confidence in the accuracy, and consequently, the value of his stocktaking sheets. The point we intend to convey is the necessity for impressing clerks with the importance of exercising the utmost care in weighing and counting.

Stocktaking affords an excellent opportunity for acquiring a thorough knowledge of the stock, and it is taken advantage of to get rid of the undesirable goods, those which, the longer they are allowed to remain, the more undesirable they become. Some merchants do not pay as close attention to this feature incidental to stocktaking as they should.

THE METAL SITUATION.

With the turn of the year the leading metals show a gratifying strengthening movement, and although it would be foolish to indulge in too roseate a vision as to the development of that movement, the present situation offers sufficient grounds to warrant the opinion that the markets are now, at all events, resting on a more solid basis than at any time since the great decline. And that is something, after these many days of storm and stress, for which to be thankful. The merchant, wise in his experience, does not wish to see any great boosting of prices, although it might bring grist to his mill. He has no desire to undergo, just for a while, the painful process of being pushed down a precipitous hill with a heavy load of stock on his back. He realizes that an undue inflation of prices would assuredly bring a similar reaction in its train.

The stronger the foundations, the greater the stability of the house, and the slower the recovery of the markets the greater the chance of permanent strength being imparted to them, in so far as permanency can be applied to anything which has to depend upon the variableness of supply and demand. The metals, and especially so in the case of copper, are not, apparently, being stiffened under a great inflation in the demand, although the call, both domestic and foreign, is brisker day by day. An analysis of the circumstances directly influencing the markets seems to show that the advance is due more to the improved financial conditions in Europe and the American continent, and to a return, in some degree, of confidence in the future.

Supplies are short in most of the metals, and, therefore, the danger of an abnormal demand has to be faced. Manufacturers, however, will not be in a hurry to buy too extensively, and, as the freeing of money will not be rapid, there should be a checking tendency for some time to any big speculative movement. Nothing, however, is to be gained by anticipating trouble. Sufficient it should be that producers generally are trying by curtailing production to keep prices at a steady level with a slight upward tendency, so that the metal markets shall settle themselves down to that solid prosperity which we believe awaits them.

Could we be assured that the vast amount of copper which has been exported within the last few months to Europe from the States has really been absorbed, and were suspicions completely allayed as to the operations in the English tin market of the Chinese syndicate, we should be even more confident as to the immediate future. There is this great point, however, that should these particular metals be assailed again from the quarters we mention, they have now a recuperative power which a short time ago was lacking, and are now in a better condition to stand any onslaught. It is well in these circumstances not to be too sanguine, yet at the same time there is justification for a feeling of confidence in the growing stability of the markets.

CARE OF GLASS CASES.

Most up-to date hardware stores have installed at least one glass show case or silent salesman during the past few years, which have been made to pay for the investment from the time they were installed. In the handling of metal goods the cases soon became scratched, however, unless care is taken.

A subscriber recently asked how to remove scratches from the show cases in his store, and, as this question should interest every hardware merchant, the following is suggested as a practical method of removing scratches:

"Dissolve one ounce of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every case greatly improve the surface."

For cleaning glass, a good method is as follows. Mix one ounce of whiting, one ounce of alcohol and one ounce of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off.

Numbers of glass cases are ruined yearly from lack of proper attention. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter, this will prevent a crack from spreading in every case.

Cases should be set perfectly level on the floor, especially the new all glass variety, which, if this is not done, are certain to warp. The legs of the case should be propped to the required height from the floor to ensure their sitting true. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

The situation in wheat circles continues to be one of great interest, as the market is developing steadily along the lines that have been indicated from week to week in these articles, that is, one of increasing strength, as British buyers and home millers realize that the amount of wheat still in farmers' hands is very small, compared to the same date last year. Thornton, of the Commercial Record, of Duluth, has asked to go on record as stating that the amount of wheat in interior elevators and farmers' hands in the western States is the smallest since 1888. This would not be true of the Canadian west, because of the tremendous increase in wheat areas in the intervening years since 1888, but it is entirely true to say that in proportion to the crop raised the amount in farmers' hands is the smallest since 1888. During the week there have been some serious fluctuations of the American market, but the feature of the Winnipeg market has been its steady strength and the keen demand for cash wheat and the constant shrinkage of the amount of contract wheat coming forward. A striking instance of this was noted on Friday. The inspections showed the receipt of nineteen cars of contract wheat on Thursday and when the market opened on Friday morning one well-known broker came on the floor with buying orders for twenty-three cars of contract grade, he secured the nineteen cars, but was unable up to closing to fill the balance of his order.

Another feature of the market has been the rapidly increasing demand for low grades for export and the consequent narrowing of the spread between No. 4, 5, 6, and the lowest contract grade, No. 3. It is expected that next week will see a greatly increased demand for number three, now that the spread between three and four has narrowed so materially.

Receipts from interior elevators have kept up fairly well all week and, of course, are more than treble what they were this time last year. The weather is simply ideal, no railway company could ask for better weather for the movement of cars and the railways are certainly doing their best, over 100 cars daily have left the head of the lakes during the week. Receipts at interior elevators are not in proportion to the outward movement and many interior elevators have been closed owing to the small receipts and the utter impossibility of operating them at a profit, or, indeed, operating them without a heavy loss.

Trading in coarse grains has begun to move again more freely and the demand for the last few days of the week was decidedly brisk, with a good upward movement in prices. Receipts of coarse grains are light and offerings small.

The wheat market is not the only thing that has engaged the attention of grain men and business men generally during the past week. The report of the Royal Grain Commission has been received and proved interesting reading in many respects, in none more so than their report that the operations of the Winnipeg Grain Exchange are altogether fair and honorable, and in the interests of the farmers as well as of the grain trade. There are a number of recommendations and amendments suggested, one that will meet with almost universal endorsement and that is that the terminals at the head of the lakes be owned and operated by the Federal Government.

But even interest in the report of the Grain Commission has paled before the introduction into the local Legislature now sitting, by Premier Roblin, of an act to amend the charter of the Grain Exchange. The act is brought at the request of the Manitoba Grain Growers' Association and has been drafted by them. It is so sweeping and radical in character that were it to pass, as it now stands, it will practically put the Exchange out of existence, as the present membership would certainly not attempt to work under such a charter. No Canadian bank would attempt to finance men operating under such a charter, as there is not sufficient protection. The bill has passed its second reading and has been referred to the Committee on Agriculture to hear representatives from both sides. The Grain Exchange are, very wisely, saying nothing for publication as to what they intend doing. There was a largely attended meeting of members held on Thursday afternoon last, when the discussions were of a very lively character. It was learned privately that it was resolved to fight the bill tooth and nail, and no doubt this will be done. Just now the Grain Exchange and the Grain Growers' Association are both political footballs and are being made use of for purposes of the next election and it would be hard guessing just what will happen with the bill.

There is a side of the situation that the Grain Growers' Association and farmers generally never appear to have considered and over which the citizens of Winnipeg do not appear to have been any more alert to the interests, but which the towns down by the lakes have seen and prepared to act upon. It is this. The grain trade of the Canadian west would never have been operated under a provincial charter, only, of course, in the old days, when the charter of the Winnipeg Grain and Produce Exchange was obtained apparently no one realized how big a thing the grain trade would grow to. In this way the anomaly has arisen of the grain trade of three provinces, two-thirds of which is exported out of the provinces and a large part of it beyond seas being operated through a Grain Exchange with only a provincial charter, which is subject to amendment at the request of the people of one province only. Long ago the Winnipeg Grain and Produce Exchange should have had a Dominion charter, then, if amendments were required they would have been made in accordance with the needs and wishes of the whole Dominion and not of one province only. With so much agitation stirred up and the near approach of a general election, it is quite easy to understand that the time is not opportune for the present Exchange to ask for a Dominion charter, that would be making themselves the football of Dominion, instead of provincial, politicians.

What, then, is likely to happen should, for political reasons, the present proposed bill of amendments be passed by the Manitoba Legislature? It is more than a probability that the big export houses and the old line elevators, who have already large interests at the head of the lakes, will move their offices from Winnipeg altogether and establish themselves at the head of the lakes, presumably Port Arthur, for the reason that some three years ago the Board of Trade of Port Arthur secured charter powers that would enable them to run an exchange and clearing house. If the big houses go all the brokers and commission men will follow and it is quite among the possibilities that the inspection office will be moved to the head of the lakes.

Of course, the lake towns would be delighted and would welcome the grain men with open arms, indeed, there are whispers that grow louder as the days pass, that overtures have been or are about to be made to secure the export and line elevator houses.

To be strictly truthful, the grain business could be operated, on the whole, quite as well, possibly better, from the head of the lakes than from Winnipeg, but the loss of the Grain Exchange and all the grain trading business to Winnipeg would be a most serious one, far more serious than the average citizen realizes, while it is questionable whether there would be any corresponding gain to the farming community.

It would take away from Winnipeg an enormous amount of the banking business, besides some 150 firms that do business in a large way. It would be an immense loss in prestige, and all for what? Sifted to the bottom, the whole grain growers' grievances peter down to the lack of adequate car supply and careless farming that produces weedy crops of low-grade that are difficult to handle.

In addition to the removal of the Grain Exchange proper, with all its adherents, it would mean the curtailment of milling industry at Winnipeg, for though the present mills would be retained and operated, the head of the lakes would present a more attractive field for the erection of other mills, there is cheap power in plenty and there is no doubt that a sample market would be one of the first things established in connection with such an exchange. The malting companies would give Winnipeg the go-by, they are dissatisfied now because Winnipeg is not an order point for barley, and this difficulty would be entirely gotten over by establishing themselves at the head of the lakes.

The whole question is one of grave seriousness and it is a matter of profound regret that it could not have been adjusted aside from party politics.—H.

ANNUNCEMENT NEXT WEEK.

The editor hopes to be able to make an announcement next week regarding the results of the prize competitions, which closed on Jan. 1. In the window dressing and advertising competitions a large number of entries were made and some close decisions will be necessary in the judging.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 72.)

MARKETS IN BRIEF.

Montreal.

Ingot Tin—Advances to $32.
Copper—Firm at 15c.
Lead—Unchanged.
Antimony—Still no change.
Linseed—Shaded 2c per gallon.
Ground White Lead—Lowered 25c per 100 lbs.
Red Lead—Eased off ¼c per lb.

Toronto.

Ingot Copper—Advanced to 15c.
Tin—Unchanged.
Lead—Steady.
Pig Iron—Some buying reported.
Lawn Mowers—New lists issued.

MONTREAL HARDWARE MARKETS

Montreal, Jan. 17.—Trade this week has shown promising signs of future activity, although the business done has not been of great volume. Bookings in the provinces of Quebec and Ontario are commencing to arrive freely as travelers are now all on the road, but it is still a little early to expect much business from the northwest, as the representatives are naturally slower to commence operations. Lawn mowers, wire cloth, poultry netting and hose, for spring delivery, are beginning to move, but other lines are, comparatively speaking, stagnant.

Jobbers are now busily engaged in buying, and the clerical work in consequence is very heavy. Representatives of various manufacturers in the States are here in goodly numbers booking orders, and on the whole are satisfied with the business being done. They report that while the orders are of good volume, they are not so big as at the beginning of last year. Trade is quiet in the States, but a large development is anticipated shortly. No advance in price is expected in the majority of lines for some time at any rate. Single guns will cost the dealers more, but ammunition will be much about the same. Collections are reported fair, and the general outlook satisfactory.

Railroad Supplies—The construction work going on in Northern Quebec, and in the province of New Brunswick is stimulating trade, and the various lines are moving well. The mildness of the winter has given this department a good send-off, and with the improvement expected as the spring draws near, a busy season is anticipated.

Lumbermen's Supplies—Orders are picking up, and coil chains can now be added to the various articles which have been moving since the first of the year. The demand is not expected to be up to the average, owing as we have previously stated, to the falling off in lumbering operations.

Builders' Hardware and Supplies—Locks and lock sets are commencing to move, but as the building outlook for the spring is not so good as it was last year, the prospects are not so favorable, although they may improve later on. It will only be a question of time for the building trade to recover itself, for the structural needs of the country are more pressing than ever.

Shot—The season is now beginning, and orders are coming in for spring delivery in duck sizes. The discount is now 20 per cent., with the usual extras.

Nails—Although in one or two instances the recent reduction of 10c. per keg has been still further shaded, prices generally are being well maintained. The demand for future deliveries shows signs of increasing and good trade promises.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 17.—Business is increasing in a satisfactory manner as the month advances, and though trade at present is only ordinary, the prospects for future activity are considerably brighter than a week ago. The situation in Ontario continues to brighten and though the dealers are not buying as heavily for spring delivery as in 1907, the orders coming in are satisfactory to the local jobbers. Prices remain firm and there is every indication of their remaining at the present quotations for some time to come.

This is a busy season for the jobbers; salesmen are on hand in numbers and the warehouse employes are in many cases working overtime receiving stock.

Business reports from the west are also optimistic and a business revival all through the western provinces is predicted to take place in the near future. Booking for builders' supplies, lawn mowers, wire cloth and poultry netting is well under way and garden hose, garden implements, etc., are beginning to show signs of life.

Lawn Mowers—The new lists for spring delivery have been issued and the prospects for this line are quite up to last year's. The following lists give the prices of two large manufacturers:

D. Maxwell & Sons:

8 in. wheel, 3 knives, 12 in. sizes	$2.75
8 in. open wheel, 4 knives, 12 in. sizes	2.85
9 in. wheel, 3 knives, 12 in. sizes	2.95
9 in. wheel, 4 knives, 12 in. sizes	3.05
10½ in wheel, 4 knives, 12 in. sizes	4.00
10½ in. wheel, 5 knives, 12 in., ball bearing	5.70

Taylor Forbes Company:

8 in. wheel, 3 knives, 12 in.	$5.25
9 in. wheel, 3 knives, 12 in.	6.75
9 in. wheel, 5 knives, 12 in.	7.75
10½ in. wheel, 4 knives, 12 in.	8.50
10½ in. wheel, 4 knives, 12 in., ball bearing	10.00

50 per cent. Dated April 1, f.o.b. Guelph.

Builders' Hardware and Supplies—These lines are again beginning to move after the usual winter lapse. During 1907 trade for all makes was brisk and competition keen, and the prospects for another good year seem fair at present.

Shot—Since last writing shot has not changed from a 20 per cent. discount, booking for summer and fall delivery has received a start and orders are coming in satisfactorily.

Copper and Brass Goods—These lines are in some cases being cut, an indication that a reduction is about to overtake the market. The lines are in steady demand and beginning to move freely. Copper pitts are still quoted at 30 per cent. off list and tea pots remain at a discount off list of from 38 to 45 per cent.

Bolts and Nuts—The demand is steady and the market firm. Some booking is being received for spring delivery.

Screws—Screws are beginning to sell again and future orders are being taken up. No change of price has taken place.

Solder and Soldering irons — Prices remain unchanged. Quotations stand ½ to 2 pound irons and are quoted at 40 cents, over 3 pounds at 37 cents. Solder has not changed any during the week, remaining at 20 cents.

Sporting Goods—There is still a fair demand for skates and hockey sticks coming in, though the winter is half over and the spring delivery orders for guns, rifles, ammunition, etc., are beginning to arrive. Retailers will likely pay a little higher for single-barrel shotguns this year, but prices remain unchanged. Curling stones have eased in demand, but the price has remained stationary.

MONTREAL METAL MARKETS.

Montreal, Jan. 17.—There is a brighter tone to metals this week as a result, in a great measure, of the strengthening of copper and tin in the foreign markets. Buying generally has not shown any marked improvement, but although merchants would be glad to note a stronger tendency to purchase, they have this great consolation that prices are steadying without it. Under these circumstances, naturally, there is better hope for belief that there will be no future reaction than there would be if a heavy demand were creating the present strengthening movement.

A heavy inflation of prices would bring no stability, rather the reverse, while now, at least, there is a solid and natural improvement. Slow but sure is how the merchants generally would have the markets in their present convalescent state, and this is the progress at the present moment.

Copper—Copper is a very hopeful feature of the markets generally. It is strengthening in a solid way, both in the States and in the Old Country without the influence of any abnormal demand as compared with previous weeks, and confidence is reviving in copper to a marked extent. The metal is now selling at £63 10s. in the English market, which marks the highest point since the great slump. It is reported that in New York sales have been made this week as high as 14c, but this figure may be slightly over-

estimated. At any rate, the statement is an indication of the trend of the market there. Locally, the price is unchanged, merchants preferring to be certain of their ground before they take advantage of the rally, and we still quote casting copper at 15c.

Pig Iron—Barring a slight movement from stock, the market is very dead. Buyers are still holding off, and the curtailment of production which characterized the latter part of the year will have to be maintained for some time—probably longer than many expected. Prices are still weaker in the Old Country—we now quote Cleveland warrants 48s. and 3d—but the market is firm here at the figures obtaining for some months past: Middlesboro No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Ingot Tin—Tin still continues to improve in the Old Country, and the premium last week of £1 per ton on futures over spot has been reduced to 15s. The confidence felt in the continuance of the copper strength is, however, withheld from tin. The operations of the speculative agencies across the Atlantic are viewed with suspicion, and tin has yet to regain the confidence of the markets this side. Still the advance has warranted a strengthening movement here, and we now quote an increase of 50c, making the price 32c.

Lead—Lead still improves in the English markets, and an advance has been made this week of 2s. and 6d. This, however, has not tended to increase quotations here, and 4½c is still the ruling figure. Should lead maintain its strength we anticipate an advance next week.

Antimony—The sterling price of antimony has been marked up £1 per ton. The local market shows a lot of buying for futures, but present prices remain unchanged.

Spelter—This metal continues to advance in the States, and prices are up ½c per lb, East St. Louis. This is due to the curtailment of production that took place in December. The market quotation here still remains unchanged.

Babbit Metal—The James Robertson Co., Montreal, have issued a new list of prices for babbit metals which will be found under our current market quotations. The firm have introduced a new babbit metal called the Swastika. The formula has been designed with special attention to the wearing qualities of the metal. The alloy contains a high percentage of tin, antimony and copper, and is thoroughly de-oxidized. It is stated that in the testing machine this metal shows the minimum of friction with a high resistance to the crushing strain, and a maximum elasticity. It will keep bearings cool with little lubrication, and will stand the highest speed, and the heaviest pressure. The metal is quoted at 25c per lb.

Old Materials—The improvement in the markets has not affected prices as yet, stocks being too heavy, and buying too spasmodic. We still quote: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 2½c; wrought iron, $12; No. 1 cast, $13; No. 2 cast, $10.

TORONTO METAL MARKETS.

Toronto, Jan. 17.—While no great buying movement has developed, merchants report increased sales and a steadily strengthening tone to the market, a development which, coming as a result of a return of confidence rather than owing to heavy buying, is considered a very satisfactory condition.

The pig iron market is interesting on account of the continued firmness. We have brought down our quotations slightly to meet revised quotations resulting from slight shading done on present delivery orders, but taken into comparison with tin, copper and lead iron stands forth as the only metal which has been free from the results of speculative influences. In our opinion, prices in the second and third quarters of 1908 are bound to be slightly lower than those now ruling, but furnace men are declining to be stampeded into any slump movement. Buying is not large at present, most users holding off for the present, and it would be senseless for jobbers, therefore, to break the market. Negotiations for a reduction in the cost of labor for 1908 are now under way and when this item of cost is settled sellers will be in a better position to deal with their customers.

Ingot Copper—There has been a general strengthening, with the result that local quotations have been advanced to 15c per pound, although there is still some fractional shading of this figure. Buying is normal for this season.

Ingot Tin—We still quote $31.50 per 100 pounds. The foreign market is steady, but there is a disposition manifested by buyers in London to remain aloof, awaiting developments in the East Indies. If the Chinese syndicate is forced to sell, a very heavy black in the market is anticipated, but if London financial interests give enough support to their Straits colleagues prices may still be maintained, but it will be a long drawn out wait for real activity. On the other hand, if a break of from £10 to £20 is experienced, heavy buying will seen turn the market upward, as American consumption will doubtless be stimulated, and during the later months of the year, it is expected, will be heavily increased.

Pig Iron—Our revised quotations are: $21 for No. 3 Middlesboro, and No. 3 Clarence; $22.50 for Londonderry and Hamilton, and $24.50 for No. 2 Summerlee. Bar iron continues at $2.25.

Pig Lead—We still quote $4.35 for imported pig and $4.60 for bars. The market is holding steady at these figures.

Antimony is unchanged at 11c; sheet zinc at 7c, and zinc spelter at: Domestic, 5c, and foreign, 5¼c.

Old Materials—Prices are sagging owing to continued inactivity, and our quotations at the back of the paper show several minor reductions.

U. S. METAL MARKETS.

Cleveland, O., Jan. 16.—The Iron Trade Review says practically no orders for standard steel rails are being placed, and it is evident that the real reason can be found in financial considerations. Leading railroad interests are determined to clear up their 1907 indebtedness before they order rails or other supplies to meet this year's requirements.

This is the season when municipalities begin to place orders for cast iron pipe and a considerable number of inquiries are now in the market. At Chicago, orders for 4,500 tons were placed. Manufacturers of cast iron pipe have been prominent in inquiring for and buying pig iron, and have infused new life into that market. In the central west, interest has centred in the purchase of about 13,500 tons by a Massillon pipe interest. Although the purchase price has been carefully guarded, it is understood that it was on a basis of about $13 Birmingham for No. 2, and that nearly all the tonnage went to southern interests. A sale of 20,000 tons was made to a pipe interest in Philadelphia. The price was based on certain stipulations as to analysis equal to about $13 Birmingham for No. 2.

Operators of coke ovens in the Connellsville region are not acting in harmony and some low prices are being named. Some operators have announced their intention to resume, even at low prices.

U. S. IRON AND METAL TRADES.

New York, Jan. 16.—The improvement in the financial situation is reflected by a better feeling in the iron trade, but as yet there has been little increased buying, except in pig iron, says the Iron Age.

The cast iron pipe manufacturers, east and west, have been buyers on a fairly large scale, one shop in northeastern Ohio taking upwards of 10,000 tons and makers in the Philadelphia district contracting for a somewhat larger quantity. It is understood that these sales were below the figures which the majority of the furnaces are quoting, but the principal question, not yet settled, is whether these transactions clean up the iron available at concessions. The offering of southern iron at $13 for No. 2 Birmingham, do not seem to have ceased entirely. An interesting subject which is now under discussion is the differential between basic and Bessemer pig, which affects the central west more particularly.

Generall speaking, new orders for finished iron and steel are still coming in very slowly, but there is more interest in the markets, and better things are hoped for in the near future.

The steel rail business is very light, and contractors for structural material are still holding back. In Chicago 2,200 tons of bridge material were bought by the St. Paul road, while bids are going in for two bridges at Nashville, calling for 3,000 tons. In the Pittsburg district there may come up in the near future the contract for 16,000 tons for the Pittsburg & Lake Erie bridge at Beaver, Pa. The plate mills are only slightly employed, and there is some shading of prices going on.

In the bar trade the reduction of iron bars to the 1.40c. base, Pittsburg, by western manufacturers, caused largely by the low prices of scrap, is creating uneasiness, particularly since even that base price has not been adhered to. The

makers of steel bars are facing the serious problem of maintaining the present 1.60c base price in the face of that competition. While iron and steel largely occupy distinct fields, so wide a difference must divert some tonnage from steel to iron.

The recent reduction in the price of sheets has led to only moderate increase in the sales, while, on the other hand, bookings in tin plate have been better. This is the season in which a considerable number of consumers enter their spring orders, and that they have done again, to a moderate extent.

While prices for steel merchant pipe are being firmly held, there is some shading in iron merchant pipe. It is not likely that a readjustment in prices of pipe will be undertaken until it becomes clear that there is a good volume of business which may be tempted by a reduction.

The tin market is firmer, the price having advanced 1c per pound to 27¾c. Electrolytic copper, for domestic consumption is being held at 14c, with a moderate business. Lead is up to 3.75c, New York. The price of aluminum, which was 36c, has been reduced to 33c. Overproduction is telling in this branch of the metal industry.

LONDON, ENG., METAL MARKETS.

London, Jan 14.—Cleveland warrants are quoted at 48s 4½d, making prices as compared with last week 3d lower.

Copper—Spot copper opened firm at £63 10s, futures at £63 17s 6d, and after sales of 500 tons of spot and 1,900 tons of futures, closed firm at £63 17s 6d for spot and £64 5s for futures, making price as compared with last week £1 2s 6d higher on spot, and 15s higher on futures.

Tin—Spot tin opened steady at £125 10s, futures at £126 5s, and after sales of 200 tons of spot and 480 tons of futures, closed steady at £125 12s 6d for spot and £126 5s for futures, making price as compared with last week £1 7s 6d higher on spot and £2 on futures.

Lead—The market closed at £14 7s 6d, making price as compared with last week 2s 6d lower.

Spelter—The market closed at £20 5s, making price as compared with last week 15s higher.

TIN PLATE REDUCTIONS.

In discussing U. S. metal market conditions the Iron Trade Review says :—The reductions in prices of sheet products which have become effective, appear to have been dictated by sentiment rather than by a decrease in the cost of production, except as the decline in pig tin has reduced the cost of making tin plate and the decline in spelter has reduced the cost of making galvanized sheets. Certainly as regards black sheets there has been no reduction in the cost of steel to the sheet mill. The Carnegie sheet bar price shows a decline of $2, from $31 to $29, but there is undelivered tonnage which will have to be taken out at $31, and there are stocks of $31 steel at some of the mills. As to steel made by other steel mills, the fact is that scarcely any was sold at $31, the bulk of the sales having been made when the market was $30. Accordingly the reduction in the steel price can hardly be considered to average more than a dollar a ton. The net cost to the sheet or tin plate mill is not reduced, however, if regard be had to scrap, since sheet scrap has declined $8 or $9 a ton at mill, and the sheet and tin plate mills produce on an average about one ton of scrap to every eight tons of steel received.

There has been a feeling throughout the sheet buying trade that a reduction should be made, and the reductions in black sheets, blue annealed sheets, and painted corrugated roofing, are a tribute to that feeling.

With the coated product the case is different. Tin has undergone a remarkable decline, from 49½ cents in the middle of May, 1906, and a secondary high point of 43½ cents in June, 1907, to less than 27 cents in the past week, the lowest price since July, 1904. As usual, opinion is divided as to whether pig tin will advance to-morrow, next week or next month. Among tin plate mills, however, the feeling is decidedly that there will be an advance, as they know that the consumption in tin plate making will be large and they believe the speculative sentiment has been too pessimistic to apprehend this prospect. Spelter had a remarkable decline also, but has already regained part of the decline.

While producers do not expect any great improvement in the demand for sheets at an early date, there is the best reason for expecting a great increase in tin plate demand. This trade stands by itself ; men must eat, and nature has decreed that the crops will spoil if they are not put into the cans on schedule time. Ordinarily the demand against the spring crops is such that the entire capacity of the mills during February and March is insufficient to supply it, and a large part of the mill activity in November and December is for the accumulation of stocks, Jan. 1 usually seeing stocks of about 1,500,000 boxes. This season there has been no accumulation whatever ; the buyers refused to obligate themselves and the mills would not assume such a burden in the circumstances.

A pronounced start towards much greater tin plate production was made this week by the leading interest, which has just about doubled the number of its tin mills in operation. For two months it had operated about 50 tin mills, in five plants. This week it is operating 99. This 99, however, is less than half the average number with which it has started the New Year in the past few years. There is every prospect that additional mills will be started by the leading interest and by the independents.

The fact that most of the canning crops were short last year is favorable to the industry this year. While the production of tin and terne plate in 1906 was 577,562 gross tons, a gain of more than 80,000 tons over the best previous years, the output in 1907 has been estimated at only half a million tons. The drop of some 70,000 tons is almost equalled by the amount of stocks which are usually made up towards the close of the year, thus showing some decrease in the actual consumption, and leaving nothing for the natural annual increase, so that with prospects of a heavier pack this year, and 50,000 to 70,000 tons of stocks not accumulated, as usual, the tin plate outlook is excellent. Unfortunately this is not necessarily a good augury for other branches of the steel trade ; it is a tradition that the tin mills frequently thrive best when other industries suffer.

SMALL LOSS BY FIRE.

The warehouse of E. F. Walter & Co., wholesale dealers in cutlery and hardware specialties, McGill Street, Montreal, was visited by fire on the morning of Sunday, January 12. The fire occurred in one of the lower flats and prompt assistance from the brigade prevented very serious injury being done to their stock, the damage being confined to a small portion of same, and to their fine sample room. With commendable promptitude, Mr. Walter lost no time in completing arrangements for carrying on business as usual. A complete new stock was cabled for within twenty-four hours, and the firm will be in a position to supply their customers with entirely new goods within a short time. The firm asks the forbearance of customers and friends, meantime, and announce that everything will be ready for spring shipping.

SCREEN DOOR SETS.

The Taylor Forbes Co., Guelph, has issued a handy booklet describing the spring hinges and screen door sets manufactured by their company. The Taylor hinges and door sets are strictly high-class and are all made from tested crucible steel wire that is certain to give entire satisfaction. These are seasonable lines required by all dealers and though high priced, the hinges are strictly up-to-date.

The booklet is a very handy one for reference and will be sent to any in the trade on request if this paper is mentioned.

TO WIND UP ROLLING MILLS.

A petition for the winding up of the Toronto and Belleville Rolling Mills, Limited, was filed at Osgoode Hall Thursday, Jan. 16. The petitioners are James P. Scott & Co., of Toronto. The petition sets forth that an assignment for the benefit of creditors was made on December 27. It is alleged that the affairs of the company are very much involved, the total liabilities being $300,000, of which $102,000 are unsecured claims. The assets are not set forth at any particular sum, but it is stated that they are not sufficient to meet the liabilities.

The following statement from the company's books is set forth in the petition: Bond issue, $70,000; interest in arrears, $6,300; cash borrowed to pay wages for which bill of sale given, $6,655; cash advanced by Montreal men, without security, $55,000; Bank of Montreal lien, $146,000; other trade liabilities, $23,000.

The stock of Cleveland pig iron is not increasing with makers; on the contrary, they are still not producing enough to satisfy the demand, and iron is still being taken out of public stores, though not so freely as during the last eighteen months, when the average decrease per month has been about 33,000 tons. The stock of Cleveland pig iron in stores, which was up to 750,000 tons in March last year, has dropped to less than 100,000 tons within the last few days, and is now less than has been noted for nearly three and a half years.

HARDWARE TRADE GOSSIP

Ontario.

W. Quandt, Plattsville, has opened a tinsmith shop at that town.

C. W. Clark, hardware merchant, Burk's Falls, has assigned to D. R. McLean.

Arch. McFarlane, manufacturers' agent, Montreal, was a visitor in Toronto during the week.

Mr. Scott, of Scott & Bennett, plumbers and steamfitters, Galt, was a visitor in Toronto during the week.

The stock and plant of the Ontario Steel Ware Co., Toronto, has been advertised for sale by tender.

Love & Holt, Toronto who have conducted a plumbing shop for some years, have dissolved. Mr. Love will continue the business.

Mr. Leonard, manager of the Crane & Ordway Co., plumbing supplies, Winnipeg, was a visitor in Toronto during the past week.

Newman & Popham, plumbers, Toronto Junction, have assigned. The liabilities amount to $1,000 and the assets to $500.

Mrs. Startup, wife of David Startup, hardware merchant, Toronto, died suddenly this week. Death was due to heart failure.

Paul Ducharme, head clerk in the Moir hardware establishment, Arnprior, has become a benedict, the lady of his choice being Miss Benard, of Ottawa.

The estate of C. M. Cutts & Co., hardware merchants, Toronto Junction, will be sold by tender. The assets of the firm amount to about $10,000, with liabilities of $30,000.

W. W. Cox has retired from the management of Whetman & Barnes, wholesale manufacturers of hardware at St. Catharines. W. J. Elliott has been appointed to succeed Mr. Cox as manager.

J. B. Woodward, Cannington, has leased the store next to R. L. Corlett, the one occupied at one time by Woodward Bros. as a hardware store. He is having it fitted up in modern style with a view to opening out a new and up-to-date hardware stock.

L. Barker, an employe of the Wm. Kennedy & Sons' Foundry, Owen Sound, met with a painful accident last week. In company with several other workmen, he was engaged in molding a casting when it tipped over and struck him on the right leg, causing a compound fracture, and crushing the bone.

Harry Southcott, elected an alderman in St. Catharines a fortnight ago, was not a member of the firm of Coy Bros. & Southcott, as previously announced. F. A. Southcott was formerly a partner, but F. E. Coy is now sole proprietor of the successful hardware business conducted under that firm name.

Valentine Wells, of the Mount Forest Carriage Company, Mount Forest, was tendered a banquet on the occasion of his departure, as one of the Toronto News' prize winners in the recent travelers' competition. Mr. Wells will, in company with the three other successful travelers, make a trip around the world.

Harry F. Moulden, sales manager of the Taylor-Forbes Company, Guelph, returned from Montreal this week, and leaves next week on one of his periodical trips to the Pacific coast. Mr. Moulden speaks very hopefully of the coming year's business, stating that he has not had a better selling trip for a long time than his recent trip to Montreal.

The Canada Stove Company, which was granted a closing-up order this week at Ottawa, has nothing to do with the Canada Stove Works, of Harriston. The former company is comparatively new and adopted a name so similar to that of the Canada Stove Works, that this firm changed its name to the Harriston Stove Co., Limited. Business is being carried on from the same offices at Harriston, Ont.

James Dandie, Streetsville, was one of the hardwaremen recently re-elected to the municipal council of his town. He was returned by acclamation after successful year's work in erecting a large concrete power dam, 195 feet long, having a 10 foot head and developing 100 horsepower. A power house has also been constructed and a municipal lighting plant will be in operation in February, 65 horsepower being left for sale to manufacturers.

E. B. Brittain, special traveling representative of the Pacific Hardware & Steel Company, San Francisco, returned home this week after a fortnight's visit with his brother, C. J. Brittain, manager of the Toronto branch of the Canadian Fairbanks Company. Mr. Brittain was formerly with the James Morrison Brass Mfg. Co., leaving Toronto about six years ago and joining the staff of the Robertson-Godson Co., Vancouver, but four years ago removed to San Francisco, to accept the position he now holds. The Pacific Hardware Company is understood to be the third largest jobbing concern in the United States.

Quebec.

A. M. Johnston, of the Reed Manufacturing Co., Erie, Pa., is in Montreal.

R. & H. East, hardware merchants, Montreal, have dissolved partnership.

George Henderson, jr., of Brandram-Henderson, paint manufacturers, Halifax, is in Montreal visiting the office there.

W. H. Graham, representing John H. Graham & Co., manufacturers' agents, New York, has been visiting Montreal hardware trade circles.

The hardware firm of Kerr & Foss, Sherbrooke, Que., has been dissolved owing to the failure of the health of Mr. Foss. J. F. Kerr will continue the business.

The Safety Explosive Co., of Montreal, has been placed in liquidation on the order of an American firm. The liabilities of the company are estimated at $76,000.

L. H. Hebert & Co. have been recently incorporated as L. H. Hebert, Limited, wholesale hardware dealers, Montreal. L. H. Hebert is president, and A. Jeannotte, managing director.

Col. R. Starke and officers of the 30th Victoria Rifles held a very pleasant at-home at their armory on the night of the 17th inst. Col. Starke is a member of the firm of Starke-Seybold Co., Montreal.

In the Montreal Manufacturers' Hockey League matches this week, Montreal Rolling Mills drew with C.P.R., 1-1; Northern Electric beat Montreal Packing Company, 5-3, and the Canadian Rubber Company defeated the champions, the Montreal Steel Works, by 3.-1.

The J. C. McLaren Belting Co., Montreal, have held their annual convention of travelers, the whole territory from Halifax to Vancouver, being represented. Last year's business was discussed, and the policy for the coming months outlined. The daily meetings were wound up with the customary banquet ath the Place Viger Hotel, Montreal, at which the heads of the various departments of the firm, as well as the travelers, were present. F. A. Johnson, general manager of the company, presided in the absence through illness of the president. The chairman, in responding to the toast of the firm, expressed himself well satisfied with large advances made during the past year, and notwithstanding all the recent talk of financial stringency, had every faith in an equal, if not a greater increase, being made in the present year.

Western Canada.

The firm of Adams & Mann, plumbers, Winnipeg, has been dissolved.

McNamee & Argue, hardware merchants, Crystal City, Man., have sold their business to J. J. Williams.

J. H. McNeil, formerly with the Batty Hardware Co., Norwich, is now manager of a branch of T. R. Stuart & Co.'s hardware business, recently opened in Calgary.

McLennan, McFeely & Co., New Westminster, are busy moving their wholesale hardware establishment from the premises they have occupied to the large new block they have erected. This building probably covers a larger area than any other wholesale building in the city.

W. P. Miller, of Brockville, and his son, R. F. Miller, Edmonton, have purchased the hardware business of McFarlane & Northcott, Calgary. The firm changed hands this week and the name was changed to the W. P. Miller Hardware and Heating Company. The new firm will add heating and plumbing to its present business. W. P. Miller was formerly manager of the James Stuart Manufacturing Co., Limited, Brockville. Catalogues from eastern manufacturers and jobbers are solicited.

Quebec and Maritime Provinces

Ross Rifle Company's Troubles With Government—Opinions of St. John Manufacturers on 1908 Outlook—Gen eral Feeling That Coming Year Will be a Good One—May Shorten Ter ms of Credit—New Record Made at Sydney Blast Furnaces.

HALIFAX.

Halifax, Jan. 13.—The hardware markets are fluctuating so that dealers are somewhat reticient about quoting prices, particularly on metals and paints. Some of the firms' travelers now on the road have been heard from and the jobbers say that the outlook is very promising. Nova Scotia, they say, stands in a much better position as regards trade, than many other sections in Canada. Collections are considered fair, and the spring trade gives no indication of any falling off, though it is a little too early yet to make any predictions.

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The Association prices quoted here are as follows: Oil, raw, 62 cents; oil, boiled, 65 cents; five cents per gallon less for cask lots. The price of turpentine is very unsteady. On Saturday it was quoted at 70 cents, while to-day it jumped to eighty cents. Zinc and sheet lead is worth $6 for full rolls. Sheet zinc is worth $6.75 in cask lots. Zinc spelter 6¼c. Black sheet iron (base) 22x24 guage, is worth $2.50. Barbed wire is $2.90, and plain wire fencing $3.25. White lead is unsteady. The price of Anchor brand, $7.50 pure, $7 decorative, and No. 1 $6.50. Brandrams, pure, is worth $7.50.

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Fire last week gutted the building and damaged the stock of the electrical firm of John Starr, Son & Co., on Granville street. The firm is one of the largest dealers in electrical goods in the city, and their loss will be heavy. There was nearly $15,000 insurance on the stock, and $400 on the office furniture and fittings. The firm did not own the building.

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The revival predicted in the gold mining industry in this Province some time ago appears to be coming true. The Rawdon Mine is now being developed by Messrs. Wood & Hilden, and it is stated that work will soon be started on other properties.

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F. E. Bayer, head of the plumbing firm of Bayer & Co., Sydney, was recently waited on by his employes, and presented with a handsome Morris chair and a well-worded address. Mr. Bayer was unprepared for this handsome testimonial of the regard in which he is held by his employes, but he replied warmly, thanking the donors for their useful gift.

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The Dominion Iron & Steel Company, Sydney, which near the close of the year succeeded in making a new record in connection with its blast furnace operations, now announces that it has done even better at the beginning of 1908. This was accomplished in the first week of the new year, when in one day the output of the four furnaces totalled 1,027, for twenty-four hours' continuous operation. This is about twenty-five tons better than the previous record.

ST. JOHN.

St. John, N.B., Jan. 14.—Merchants in all lines of business unite in saying that 1907 was a banner year and now that stocktaking is about over, the thoughts of the dealers turn to a consideration of what 1908 will bring forth. Though it is a rather slack time at present and the usual dullness of this season of the year is being felt in the hardware trade, the storekeepers and manufacturers are looking forward optimistically to a good steady trade.

It is admitted that money is a little tight and that the first few months may show a falling off from last year, but the quietness is not expected to last for any great period and the feeling seems to be that matters will quickly re-adjust themselves so that there will be a return to good, healthy business.

The majority of the dealers who have been approached say that it is rather early in the year to forecast the business outlook, but in no case was there any expression to indicate that a serious slump would develop.

Paint manufacturers state that business is rather quiet at present and there is likely to be little doing until stocktaking is concluded, except some small sales for assorting. As far as can be learned at present the outlook for 1908 is considered good. Manufacturers of stove and hardware incline to the belief that there will be little change from present conditions until spring. The buying for the next few months is likely to be small, and few large orders are anticipated until the spring business commences.

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The axe and edge tool manufacturers state that business in these lines is dull but they are looking forward to the usual amount of business, which generally opens up about the middle of February. The bulk of axes are bought in the spring and autumn months, and as the stocks were light last year and the lumber output this winter will only be about half the usual amount, it is confidently expected that the present year will be fully up to the mark in sales of these goods.

These manufacturers report that they are busy now on orders for steel springs and tools, and they see no reason why their business should not be as good as last year.

There has been a slight falling off with the western trade, but this is regarded as only temporary as it is pointed out that with the rapid growth of the west business there must of necessity increase

While several of the manufacturing concerns have shortened their hours and curtailed their output somewhat and will continue in this way for a few months, the majority are working away on full time and report business very satisfactory.

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M. F. Irwin, manager of the McClary Manufacturing Co.'s St. John branch, said the past year had been the most successful they had ever had in this territory. "Collections have been very good," said Mr. Irwin, "and I mean 'very' good. Paper has been promptly met and I see no reason why we should exhibit any alarm.

It is naturally a little quiet just now and I don't look for much change before spring. There will be the regular buying, of course, but I think business will move along in a very satisfactory way. We expect to do a good big business in 1908."

Other dealers spoke along the same lines and all appear confident of the solidity of business conditions for the future.

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The St. John Iron and Hardware Association held their annual meeting on Monday, January 6, and elected the following officers for the present year:

President—W. S. Fisher.

Vice-President—M. F. Irwin.

Secretary-treasurer—Fred C. Owens.

Directors—W. H. Thorne, Thomas McAvity and M. E. Agar.

There was some discussion on the proposal to shorten the time of credit from 60 to 30 days and also to change the discount period from 2 per cent. off 10 days to 2 per cent. off 20 days. Action was deferred.

There was some talk about changes in prices, but the lists are not yet available. It is probable that a picnic will be held by the association during the coming summer.

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At a meeting of the St. John Board of Trade, held on January 7, J. H. McRobbie, who was elected president at the annual meeting in December, while absent from the city, resigned for business and personal reasons. The resignation was accepted, but the election of a successor was deferred until the February meeting. It was decided that the members of the board should hold a banquet in the near future.

The council of the board reported that it was in receipt of a communication from a gentleman in Havana, stating that it is proposed to start a steamship line from Boston to Havana, and suggesting that St. John might be included in the itinerary. As he expects to be in Halifax soon, the council has invited him to come to St. John and talk the matter over with merchants here.

* * *

The question of rebuilding the suspension bridge over the St. John Falls was discussed by the government last week. It was decided to have plans prepared for a suspension bridge, a cantilever bridge and an arch bridge, together with an estimate of the cost of each, and adopt whichever was believed to be the most suitable.

NEWCASTLE, N B.

Newcastle, N.B., Jan. 14.—The Ottawa authorities have agreed to pay the Sunball Co., of Chatham, $19,000 to settle the suit, which was the outcome of the government's expropriating land for a deep water terminal for the I.C. R.

* * *

The antimony deposits at Lake George in York Co., are attracting attention and New York parties are showing interest in them, their representative, Mr. Baker, having interviewed Surveyor-General Sweeney in the matter.

* * *

J. & T. Jardine, of Rexton, have sold their sawmill and lumber lands to A. J. Curran, of West Branch, Kent Co., and Frank Curran, of Bathurst.

* * *

The Miramichi Lumber Co. in which the International Paper Co. holds the controlling interest, has been given permission to increase its capital stock from $400,000 to $800,000. and has actually increased it to $600,000.

* * *

The W. S. Loggie Co., Chatham, is building a new coasting steamer. She will be 60 feet keel, 75 feet over all, 20 feet beam, and 8 feet deep. She will carry supplies to the canning factories on the coast.

QUEBEC CITY.

Quebec, Jan. 15.—Col. Wurtele appeared before the Public Accounts' Committee at Ottawa to-day to give evidence in connection with a payment of $284,722.85 to the Ross Rifle Co., in the last fiscal year. Wallace Nesbitt, K.C., appeared in the interests of the company.

Mr. Nesbitt took up the examination, saying that the interests of the company were not necessarily the same as the Government's. His appointment by the Government last year as inspector was a yielding on the part of the Ross Company to a check that the Government had no right to demand under the contract. Ross had always bought for cash to get the best possible terms.

A little tiff occurred when Mr. Bristol objected to Nesbitt's questions as being too leading on points that might be controversial. The counsel not witness, was giving the evidence. It was decided to give wide latitude to counsel in order to get at the full facts.

Witness said that the Government had advanced altogether $1,186 776; thirty-three thousand rifles had been accepted by the Government. Two thousand more were waiting for inspection, 2,500 to 3,000 were complete in the factory, and the balance of the contract were ready to put together. Nine hundred thousand had been paid in wages and three hundred thousand in materials and expenses, consequently the company had spent over $100,000 more than the total amount advanced by the Government.

Mr. Nesbitt made a statement, saying that he had more to do with securing the contract than had Sir Ross himself. He did it out of personal friendship to Sir Charles, who had been the victim of circumstances, which had made him greatly misunderstood. He had invested over $1,250,000 in the plant, then came the delays, as a result of the differing views of the various experts. In the angel Gabriel had to deal with rifle experts, he would merely quit his job. Over 80 district changes had been made, which had involved a practical reorganization of the machinery. Rifle experts had expressed the opinion that the progress of the company under the circumstances had been perfectly marvellous. Apart from the vast expenditure on the plant Sir Charles Ross was at present $100,000 out of pocket. But from some quarters the dictum had gone abroad that the factory must be closed and moved from Quebec. He acquitted the head of the Militia Department. The company had been entitled to a fresh order in September last, but it had not come. Unless it did so, the factory would have to close in the spring.

Mr. Nesbitt said one of the agents of the company's trade rivals had called on him last fall and told him it was time for them to get out of business. They would get no further orders, and they must move from Quebec, as the inspection on further orders would be so rigid that we could not deliver rifles. He said that one of the English companies was ready to buy us out. The threat was laughed at. If it had not been for the changes and interference the rifles would have all been delivered and the company would now be making arms for other colonies.

Hon. Hr. Borden said in defence of the department that the company had co-operated with the Government in making the changes. He was anxious for an investigation into the charges made by Mr. Nesbitt.

On motion of Mr. Northrup, Col. Pinaud, and Major Cotton will be called before the committee and the Nesbitt charges fully gone into.

Reported by Ontario Correspondents

Death of Hamilton Manufacturer—Business Prospects Brightening — Ruinous Price-Cutting Being Indulged in at London — Central Heating Plant Proposed at Kingston.

KINGSTON.

Kingston, Jan. 15.—The past week has been rather quiet in hardware circles. Reductions are being offered on most lines by a number of the merchants, and the chief business being done at present is in seasonable goods. There has been a greater demand for skates and hockey sticks this year than usual, as many more seem to be going in for this kind of winter amusement than in previous years.



PERCY B. CHOWN.

Elected to the Kingston Board of Education in the Recent Municipal Elections.

* * *

The formal opening of Queens' new medical laboratories took place on Tuesday, when many prominent speakers from outside points were present. The new building is a splendid four-storey stone structure, and is heated throughout by steam and lighted by electricity. In the basement the most conspicuous piece of apparatus is a large ventilating machine of the very latest design, manufactured and installed by the Buffalo Forge Company. The building is heated with steam, which is conducted by pipes from the engineering building. It is probable that a cement floor will be laid shortly.

* * *

The city engineer's department is at present busy preparing the specifications for the concrete walks to be built this year. The engineer says that probably about five miles of walks will be constructed, or nearly as much as in 1907. The work will be commenced earlier than last year, and will probably be completed in October.

* * *

The question of a new summer hotel for Kingston has again been revived. The various merchants have spoken several times about building a new summer hotel, convenient to the water front, which they believe would bring more visitors to the city, and naturally increase the trade during the summer months.

* * *

An effort is being made to form a company here to take up the question of heating buildings by steam from a

central plant. The city council may also be asked to consider the matter. It has been reported that Sarnia and Berlin have piping laid in their streets for the purpose of supplying houses and stores with steam heating and the plan might also be followed here.

* * *

The Retail Merchants' Association, (about 57 members in all), of which A. Mitchell, hardware merchant, is secretary, had a motion passed through the city council about two years ago, in which to force all peddlers to take out a license. The fees were as follows: That $100 should be charged to any peddler with horse and wagon; $50 for any person with a hand-cart; and $25 for persons peddling with grip or pack from door to door. At first a number of the peddlers refused to take out the necessary license and as a result the association immediately had two or three of them arrested, one peddling shirts, etc., another with a wrench and other handy tools, and in each case a fine of $50 was imposed; they also had others put out of the city altogether. It has proved very satisfactory here, as peddlers of any kind are not to be found around our city now.

HAMILTON.

Hamilton, Jan. 15.—E. T. Wright, founder of the lantern and tinware company which bore his name, died at his residence, 24 North Victoria avenue, on Tuesday of this week, after an illness of five years, he being told two years ago that he could not live more than twenty-four hours. He was 55 years of age, and was a brother of Ald. H. G. Wright, who, perhaps, was better known to the trade than the deceased. Mr. Wright was born in Bethany, Pa., but had lived in Hamilton ever since he was a few years old. He established the E. T.



LATE E. T. WRIGHT, HAMILTON.

Wright Company twenty-five years ago and it was owing to his far-sighted business policy it became known all over Canada. Of late years the business had enjoyed great prosperity and the deceased had numerous plans for future extension.

Another prominent manufacturer, E. A. Dalley, died on Monday. He was vice-president of the F. F. Dalley Company, manufacturing chemists. He was better known to the outside trade as a member of the Commercial Travelers' Association, of which he was a member for many years, having been president of the local branch at one time.

* * *

The capital of the Hamilton Steel & Iron Company has been increased from $1,513,600 to $5,000,000. This company was organized in 1894, and it is now one of the largest steel plants in the country, having an output of about 500 tons a day. At one time the prospects of the concern were not quite so rosy as they are to-day, but the rapid development has warranted the increase in the stock and as a result those who risked their money in the early stages of the company's existence will now be well rewarded. The company has been reorganized and each shareholder will get three shares for every one held formerly. The directors of the concern are: C. S. Wilcox, president; Robert



ALD. HUGH C. SWEENEY,

Stove Dealer, Hamilton, Re-elected Alderman of that City for 1908.

Hobson, vice-president; Wm. Southam, John Milne, A. E. Carpenter and C. E. Doolittle.

* * *

There is little activity in the hardware trade just now. Local retailers report a light but steady trade, which is comparatively good for this season of the year.

* * *

The plumbers are being kept fairly busy on small work and they are all looking forward for spring contracts. There will be a number of big jobs on the market at that time for which the competition will be keen.

LONDON.

London, Jan. 14.—Seasonable quiet now prevails in the retail hardware trade. Those who have taken stock are well satisfied with the results of the past year and are looking forward to a lively spring trade.

The need of organization among the retail hardware dealers becomes more manifest every day and anything that can be done to stop the ruinous price-cutting that is now quite common should be resorted to without delay. Said one merchant to-day: "Let me give you an instance of this price-cut-



ALD. NORMAN J. CLARK,

Master Plumber, Hamilton, Re-elected Alderman of that City for 1908.

ting. A certain dealer is selling turpentine for seventy-three cents a gallon by the gallon, while the wholesale price to-day is seventy-two cents per gallon, when bought by the barrel. Something should be done, and done quickly to bring the hardwaremen of London to their senses. I would favor bringing an expert organizer here, at the expense of the local dealers, and the forming of an association that will hold. That is the only way by which business-like methods of doing business can be made general. I for one would be willing to go down in my pockets and pay a share of the cost of organization, and I believe it would be money well spent."

* * *

The hardware trade here is interested in the game of hockey outside the selling of skates, sticks and pucks. A league has been formed, in which both the wholesale and retail sides are represented by teams, as follows: Wholesalers, the Hobbs and Howden firms; retailers, Cowan & Company, and the Pandour-Gillespie Company. Last night the Hobbs and Cowan teams played an exciting game, the latter winning by a score of 3 to 2.

* * *

A. E. Welch, who is promoting an electric railway between this city and Stratford, is much pleased with the prospect of securing Niagara power. He is of the opinion that it will have the effect of creating many radial lines out of London, that before long we will have trolley railways operating in all directions. He also thinks the steam roads will be found adopting the trolleys as feeders and to handle local traffic for them, as is being done in the state of New York. Mr. Welch expects

that the proposed railway between London and Stratford will be in operation within eighteen months. "There is no good reason," he says, "why we should not have the line working as soon as we are able to obtain Niagara power for its operation. For one thing we will not have to build a power station, as we had to do on the Southwestern Traction line, of which I was promoter."

* * *

What may be taken as pretty good evidence of the stability of the local hardware trade is the fact that while in other lines of business, such as boots and shoes, gents' furnishings, etc., there have been special sacrifice sales, both before and since the Christmas holidays, in hardware no such thing has been attempted. Evidently the hardwaremen are satisfied with the business outlook. As one of them remarked today, "it is far better to spend a little extra money in advertising than to lose more in slaughter sales."

CHATHAM.

Chatham, Jan. 14.—Business is keeping up remarkably well, some hardwaremen reporting it almost 50 per cent. ahead of this time last year. Plumbing, tinsmithing and other work, while not extra brisk, is still quite satisfactory, all things considered. Money is considerably freer than merchants had anticipated, and the prospect is bright for a good year ahead.

* * *

That with the commencement of the new year prosperity is beginning to resume her accustomed sway, is the gist of an extended article in the Chatham News last week. The article gives a canvass of a large number of Maple City industries, which goes to show that, after the December slack season, the factories are resuming operations much as usual, and that the outlook for 1908 is good.

* * *

Thos. Beattie, the Comber hardwareman, is conducting an extensive stock-taking sale.

* * *

J. S. Richardson, the well-known Tilbury general merchant, is the new reeve of that village. A noteworthy feature of his election was that there was no opposition, his predecessor, W. C. Crawford, a business rival, being one of his nominators.

* * *

Justice Little, formerly of Wallaceburg, has moved to Tupperville, where he is embarking in a general merchandise business in conjunction with a brother-in-law.

* * *

Thos. Vickerman has made an offer for the Tilbury electric light plant, and it is quite likely that a deal will be put through and the plant will be in operation at an early date. Should the purchase be effected, Mr. Vickerman intends remodeling the plant and making the service thoroughly up to date.

At the inaugural meeting of the new City Council on Monday morning, Ald. W. H. Westman was elected to the chairmanship of the Industrial Committee, which he occupied with distinction during 1907. Ald. Westman is a hustler, and no better man could be found for the post. He is also a member of the Finance Committee this year. Ald. Westman is in line for the Mayoralty for 1908, though there are other probable aspirants.

BARRIE.

Barrie, Jan. 12.—The writer is glad to see correspondence from Barrie in Hardware and Metal under "Reports by Ontario Correspondents," of January 11. He has wondered why our town here wasn't reported on before. We are not all dead yet. We are looking forward to great improvements in our town this year, improvements of such a nature that will bring Barrie very much to the front. The G. T. Ry. is just commencing operations whereby we expect to have one of the prettiest and most convenient stations north of Toronto. Then very shortly we expect to see established most modern car and repair shops, blacksmith and machine shops covering a very large area of land and employing a large number of hands. Barrie is also to have another industry, the Aerial Ladder Company, guaranteeing not to employ less than thirty hands.

Building operations will boom in Barrie for a couple of years. Farmers in this vicinity have not been hit very hard and the writer sees no reason why we should be pessimistic in Barrie.

The mild weather, no doubt, has been unfavorable to the dry goods men, clothiers and furriers, and just at present the hardware trade is a little quiet, but it is generally expected so at this season of the year.

* * *

The year 1907 was the best stove year H. H. Otton & Son have ever had, the business for the whole year having increased over previous years. Yet their Xmas or holiday trade was not up to 1906. December of 1906 was extra good and had December of 1907 been as good there would have been an increase to have been proud of.

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I hope that these few lines will be the means of encouraging someone else who is more able to write for trade journals than the writer, in having the name "Barrie" at the head of one of the columns of reports by Ontario correspondents.

West of the Great Lakes

Saskatoon Store's Prize Drawing—Merchants Hold Optimistic View of 1908 Prospects—Calgary Hardwaremen Play Ball in January—Preparations for Dominion Exhibition to be Held in Calgary Next Summer—Mild Winter Easy on Fuel.

SASKATOON.

Saskatoon, Jan. 10.—Yesterday the warehouse of R. J. Armstrong was completely destroyed by fire. The loss is estimated at $21,000, and is covered by insurance. The stock consisted of carriages, cutters, farm implements and furniture.

* * *

Christmas trade at Asquith, to use a common expression, was "a hummer," the merchants having a busy time of it. Those who settled there early and awaited developments are now reaping the harvest which they anticipated. Now that the railway is connected up with the east, the farmers pour in there with their grain for many miles around. On shipping their wheat they usually load up their wagons again with the necessary supplies bought at the stores. In this way merchants are kept going even at this dull time of the year.

* * *

On December 31 the semi-annual drawing took place at J. F. Cairns' store. For the last two months of the year a coupon was given with every dollar's worth of goods purchased. A duplicate coupon was placed in a large wooden box, and on Tuesday evening it was opened. Three prominent citizens were placed in charge of the drawing. The coupons were emptied out of the box into a large iron tub and thoroughly mixed. A little boy then drew out ten, one for each of the prizes offered. The following were the prizes: First, team of horses; 2nd, silver tea set; 3rd, lady's costume; 4th, suit or overcoat; 5th $20 worth of groceries; 6th, dinner set or rug; 7th, pair of shoes; 8th, Stetson hat; 9th, hockey outfit; 10th, doll's outfit.

The drawing took place in the presence of a large number of people, and any one receiving a prize for which they have no use, is at liberty to exchange it for other goods at the store. That this scheme brings customers was evident from the quantity of coupons which had to be handled. This firm is expanding year by year and is one of the most progressive in the west. A full-page ad. is carried in the local papers and an experienced ad.-writer employed. The windows receive the attention of an expert trimmer about every four days.

* * *

Last year about this time there was a great scarcity of fuel throughout the west. This winter is a contrast in that respect. Ample preparations were made as regards coal and wood and so far the weather has been anything but severe. It has been a fuel saving winter, and this reminds the writer of the traveler who was placing a certain make of stove on the market. After talking up the good points of the stove in question to the storekeeper, he finished up by saying, "My dear sir, if you buy this stove you will save half your fuel." The merchant with a knowing smile, replied, "All right, send me two and then I'll save it all."

* * *

Notwithstanding the many disappointments of last year, a review of the re-

tail trade of the city proves that a greater volume of business was transacted than in 1906. The increase came in the face of growing competition, both in the city and at outlying points. The merchants anticipated the demands of a growing country and increased their stocks accordingly. The building of railways enlarges the vast area of which Saskatoon is the commercial centre. Although smaller stores will be established at points along the railroads, Saskatoon will be recognized as the place where a full line of goods can be bought. The past year has had its ups and downs. The spring shopping was demoralized because of the freight blockade in the early part of the year. Goods which should have been on the shelves were still lying in cars somewhere along the line and could not be located. In the fall again, the late harvest and marketing of the crops shortened the season for the merchant, but there is a feeling of satisfaction all round and prospects are brighter for the coming year.

* * *

There is very little activity in hardware circles this week. Owing to the mild nature of the weather and the lack of snow there is no demand for sleighbells, snow shovels and goods of this nature. No travelers are calling these days. Most of them may be seen around Winnipeg, where they have been spending the holidays, preparing their samples for the first journey of the year. Stock-taking is the general order of the day. Hardwaremen may buy more cautiously this spring, but that they will buy is certain. The past year may not have come up to their expectations in every respect, but every merchant is sure that better times are ahead. Every citizen of the west has the same feeling regarding the country, it is bound to grow. In this respect merchants have a keen foresight, backed up by experience gained in past years. The financial cloud may hang heavy just now, but soon it will disperse and leave the atmosphere clearer than before. Merchants interviewed by your correspondent are in no way disheartened,; on the contrary, they expressed the opinion that business in the coming year would be good. They have no fear for the future. There is railway development going on all round which means that there will be activity along other lines of industry. Every year sees some new undertakings carried out, and the coming year will bring its share. Another important phase was touched on by a hardwareman, namely, the crop question. A great deal of grain has been marketed from this district for which there has been as yet no returns. This means that the farmer has not yet been paid for last year's labor, but he may look for it during the next month or two. This will put some money in circulation in the early part of the year when the machinery will be set running as smoothly as before. A considerable quantity of wheat has yet to be shipped by the farmers, and with the advancement of prices within the last few days, prospects are good all round.

* * *

At the first meeting of the city council for this year the telephone question was discussed at some length. A by-law was in course of preparation to give the city power to buy out the telephone company at the end of the present year. This the company now object to and the matter has not as yet been satisfactorily settled. Alderman Hopkins suggested that a permanent railway committee be included in the list of committees for the present year. A railway, transportation and publicity committee was accordingly formed to carry on negotiations between the different railway representatives and civic officials. That such a committee is necessary is apparent, seeing to what extent the railway operations affect the affairs of the city.

* * *

The following resolution from the Board of Trade was wired to the Railway Commission in Winnipeg regarding freight rates : "That whereas the Railway Commission and the railways have decided on a new freight schedule for western Canada, which abolishes the former jobbers' rates ;

And whereas the new schedule has as its basis of charges the mileage of the road ;

Resolved that this council of Saskatoon Board of Trade expresses its unanimous approval of the new schedule as being correct in principle and fair towards all, and desires that it be put into force as first decided on and that a copy of this resolution be wired to the chairman of the Railway Commission at Winnipeg to-day."

CALGARY.

Calgary, Jan. 13.—The wholesalers' report for this week is excellent. Calgary is the biggest distributing point in the west and feels the rise and fall in business quickly. Business in the southern half of Alberta is very good, much better than during the same month last year, and, in the northern half, it keeps up well.

* * *

Trade during the past month, including, of course, Christmas week, was better, according to the reports given by the merchants themselves, by twenty per cent., than during the same period of last year. The actual individual purchases were not so heavy, but the number of customers was much larger, and there was much more cash.

* * *

Owing to the continued mild weather, and it is certainly a real Alberta winter, with week after week of glorious sunny days and bright nights, and not enough frost to freeze ice, hockey has been rather out of sight. However, some enterprising hardwaremen from the firm of Linton & Hall challenged a team of the Hudson's Bay Company to a swift game on the ice, and the result was a win for the hardwaremen. And now the winners have received a challenge to play a fierce but friendly game next week with another well-known hardware bunch of hockeyists from McBride & Company.

* * *

Plans are being rapidly prepared for the new buildings to be erected for the Dominion Fair, to be held in Calgary this summer. Alderman Suitor is busy all the time in Secretary Richardson's office, and the accommodation for exhibits and exhibitors promises to be on a grand scale.

Building operations on the new C.P.R. station, the Lineham block, and several other important buildings, is in full swing, as they have been during the whole winter.

* * *

The baseball match played on Jan. 1, in the presence of some two thousand spectators, was such a great success that a return match has been arranged for the first of February.

* * *

Easterners who have come to the west recently are now learning that it is a risky business to buy large quantities of beef and poultry in the fall; and it is no uncommon sight to see roasts of meat and chickens hanging on the clothes-line in the moonlight, in the hope that there will be sufficient frost to freeze them.

* * *

One drawback to the beautiful weather is that there is no sleighing. Snow has long since disappeared, and sleighbells are only a memory.

PRINCE ALBERT.

Prince Albert, Jan. 9.—Looking back over the past year, it can be said that this city has seen wonderful development. Not only is this evident as far as the erection of buildings is concerned, but in the manner and spirit of the citizens. The enterprising younger element have branched out on all sides, opening up new stores and new businesses. Already there is a number of new buildings in sight for the coming season, and the list will grow longer as the year advances. The much talked of bridge, too, will be a much needed article in the right place, and will enable farmers to the west and north to bring in their grain and other produce without depending on the ferryman. The plans of the C. N. R. bridge have arrived at the city hall. There will be two roadways, each ten feet wide on either side of the railroad track. The level of the railroad is to be about eight feet above River street, but it is thought that the latter will be graded up to that level.

* * *

The Early Closing By-law came into force in Hanley at the first of the year, and stores now close at six-thirty.

CARE OF TILE FLOORS.

By Charles James Fox, Ph.D.

To clean a stained tile floor it should be scrubbed with clean soap suds and lye. Sufficient lye should be added to the water to make it strong enough to attack the dirt, but not so strong as to injure the fibre of the scrubbing brush. In order to avoid injury from the lye the workman should protect his hands by a pair of rubber gloves. After the soap suds have been wiped off the floor, it should be sprinkled with fine sand and rubbed with a soft pine board, renewing the sand from time to time. It may be necessary to give the floor a second scrubbing with soap suds and lye after it has been treated with sand.

Ink spots and many other stains can-

not be removed in this manner. They must be gotten rid of by being treated with a dilute solution of ordinary muriatic acid, rather stronger than is ordinarily used for removing cement from the surface of the tile after they have been set. This strong acid should not remain on the floor too long, because, although it has no effect upon the clay tile, it is very injurious to the cement jointing. If the stains resist this treatment, the floor should be wiped off with clean water and chlorinated lime or bleaching powder should be sprinkled upon the stains. The powder should be moistened with a little water and then rubbed into the tile. Diluted muriatic acid should then be sprinkled upon the bleaching powder and water, rubbing the mixture well into the tile with a small wet rag and keeping the hands protected with rubber gloves. The operator should avoid, as much as possible, breathing in the strong chlorine gas which is given off by this moisture. Then wipe up with clear water.

All tiled floors, except those composed entirely of vitreous tile, should be coated on the surface with a material that will prevent dirt from being ground into them. After the floor has been thoroughly cleaned and allowed to dry, it should be coated with a preparation composed of half a pound of yellow beeswax and half a pound of paraffine, dissolved at a low heat in one gallon of turpentine. This must be done over a slow fire, as the turpentine takes fire if it becomes too hot. When cool, the mixture should form a thin, oily liquid. It should be applied to the floor with a soft rag or with a brush, rubbing it into the tiles as long as they will absorb it. After the tiles become glossy wipe off what excess remains on the surface. This treatment will leave the tile floor bright and will prevent dirt being ground into the tiles. As this substance is of an oily nature, it cannot be applied to a floor which has been cleaned until the same has been thoroughly dried out, which takes several days.

If the floor cannot be protected and allowed to dry thoroughly without soiling, it is better to give it a surface treatment with a solution of silicate of soda or water glass, which can be obtained at any wholesale druggist's. This can be thinned with water so that it can be readily applied with a brush, and as it is a water soluble substance, it can of course be used on the floor before the latter is absolutely dry. It is best, however, to let the floor dry a little before applying it.

A New York chemist has manufactured a cream wax with which to coat tile floors. This wax adds greatly to the appearance of the floor and will prevent the grinding in of dust or dirt and will facilitate the washing. It is applied with a mop or a pad of soft cloth, and well rubbed in, as the greater the friction the better the effect. New tiled floors should be cleaned with muriatic acid, as is customary. When the excess of acid is washed off the still moist floor should have the diluted wax applied as above. Old tile floors should be thoroughly scoured with sand brush and hot water, or as described at first, and made thoroughly clean before applying the dissolved wax. This cream wax is an aqueous mixture and can be applied to a floor that is not entirely dried. Hence its advantages over beeswax.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

A SOLINGEN manufacturer of pocket cutlery razors and scissors is open to appoint an agent for the sale of his goods in Canada; his present agent is retiring from business. This is a good opportunity for a young man with a small capital to make money, as the cutlery has a large sale with the best retail trade. It is necessary to carry a stock of about $3,000. Apply to Box A, HARDWARE AND METAL, Montreal.

TILES—Plain enamelled, decorated majolica, ornamental, rough surface, and many other kinds, suitable for walls, hearths, furniture backs, dadoes, radiator recesses, etc. Messrs. J. H. Barrett & Co., Ltd., Stoke-on-Trent, England, are open to appoint agents in Toronto, Montreal, Winnipeg, Ottawa, Hamilton, London, Ont. [5]

AGENCY WANTED.

WANTED—Sole agency for high class line of hot air furnaces by reliable hardware firm at Calgary, Alta. Address Box 678, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and Stove Business; stock $1,500, fixtures $200, at 65c. on the dollar; established 1892; must be sold. J. D. Murdoch & Co., Simcoe, Ont. [2]

ESTABLISHED, growing, paying business — furnaces, stoves, kitchen goods, etc.—in live city; good stand; long lease; low rental. A fine opportunity. Owner has other interests. Box 682, HARDWARE AND METAL, Toronto. (3)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED — Second-hand revolving screw case for retail counter. Kindly write giving description and price to The Hobbs Hardware Co., Ltd., London. (51)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of cut nails, sizes 60D to 3D; no 40D or 4D in stock; stock in first class order; price $2 base, F.O.B. Paisley. A. Sinclair Estate, Paisley, Ont. [5]

FOR SALE—Set of tinsmith's tools worth $300 for $150; $90 Taylor safe for $60; 100 gallon Bowser oil tank for $25. All above in A1 condition and must be sold for cash. Apply Iveson L. Cooke, Fenelon Falls. (2)

FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville. [3]

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Traveling salesman. Apply by letter, stating experience and giving references. The Gurney Foundry Co., Limited, Toronto. (1)

WANTED—Experienced salesman for our specialties to work Montreal and eastward. Canadian that speaks French preferred. Address Wolverine Brass Works, Grand Rapids, Michigan. (1)

TINSMITH for old Ontario, experienced in bench work, cheese factory work, furnace work, sheet metal work and pipe fitting, must be able to do plumbing where iron pipe is used; must be worker and regular in his habits; this is a steady job and $18 per week is paid and overtime may be worked which would bring the wages up to $1,000.00 per year. Applications with references to be sent as soon as possible work can be commenced any time but for a satisfactory man I would wait until Jan. 20th, 1908. Living is as cheap in this town as any town of its size. It has the finest of schools and churches and a beautiful lake. Box 670, HARDWARE AND METAL, Toronto. (52)

DO you want to learn sheet metal pattern drafting? a postal card will bring you full particulars; we also sell patterns for any kind of sheet metal work. The Sheet Metal School, Galt, Ont. (3)

SALESMAN WANTED — An A1 stove, enamel and tinware salesman for an up-to-date store in the far west; good position for a young man of ability and energy. Apply to The McClary Mfg. Company, London, Ont. (3)

WANTED — A traveler for Canada, to represent a large Canadian manufacturer; must have acquaintance with wholesale and retail plumbing trade, retail hardware and gas companies; only those who can absolutely fill the requirements need apply; give references, age, married or single, salary expected. Address Box 684, HARDWARE AND METAL, Toronto. (4)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

WANTED—Position as foreman tinsmith; 18 year's experience; can do plumbing, lead or iron pipe. Box 685, HARDWARE AND METAL, Toronto. (5)

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Jan. 17, Room 511, Union Bank Bldg, Winnipeg, Man.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾c.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 5 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10, 41¼c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Bluestone—7c lb.

Lath Yarn—10¾c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred, 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Pig Lead—Average price is $6.

Copper—Planished copper, 33½ per pound; plain, 28½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Lead Pipe—Quoted at $7.25.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c, solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gal., 24c; Crystal Spray, 23c; Silver Light, 21c. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 70 cents; Calgary, 97 cents; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

FRANCO-BRITISH EXHIBITION.

The Canadian Government has in the course of erection a large special building for the accommodation of Canadian exhibits at the Franco-British exhibition, which opens in London, England, on May 1, 1908.

The Government part of the display will consist of exhibits of the natural resources of Canada, such as agricultural products. minerals, forestry, fish and game, horticulture, dairying and food products. There will be accommodation reserved for the display of Canadian manufactures, and where acceptable exhibits are offered, very generous treatment will be accorded them by the Government.

Applications will be received up to the end of the present month and enquiries should be addressed to W. A. Burns, Exhibition Branch, Department of Agriculture, Ottawa.

ACCOMMODATION FOR TRAVELERS.

At a meeting of the council of the Montreal Board of Trade, a resolution of the Commercial Travelers' Association that municipalities adopting local option, or issuing any hotel license, should be required by law to provide suitable lodging, eating and sample rooms for the traveling public, was endorsed. The resolution also stated that such lodging houses and hotels should be placed under a special license, and a medical health certificate for cleanliness and sanitation accompany each request for a license. It was decided by the council to do everything possible to better hotel accommodation, especially in temperance towns.

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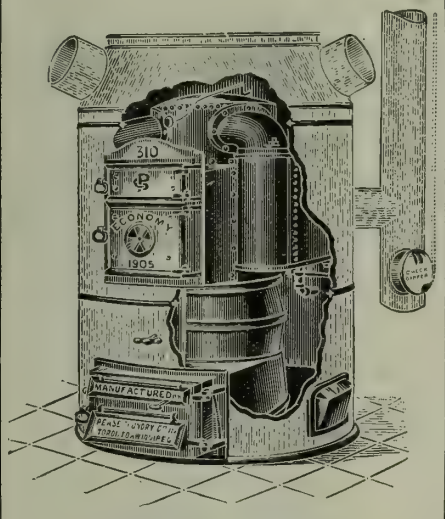
of a furnace is not half so important as the **Working Cost.**

Remember if the furnace you sell and install does not give satisfaction the customer will hold you responsible.

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Furnaces are the cheapest on the market, but rather the best, and in being the best they are actually the cheapest.



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Cost More to Buy

BECAUSE they are made of more metal and better metal than the "cheap" kinds.

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BECAUSE with ordinary intelligent care they will last longer than any other make on the market.

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An agency for Economy Heaters is considered (by those who know) to be their most valuable asset.

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that will stand the trying weather conditions of Western Canada has been our object.

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PAINT MAKERS

WINNIPEG and CALGARY

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

CIRCULAR HOOD FOR STACK.

To lay out a circular hood for a smokestack which projects through an inclined roof, proceed as follows:

Fig. 1 is a view of roof and stack. "A B C D" is elevation of the hood. "A B" is plan view of stack. The circle "C D" (Fig. 2) is a plan view of

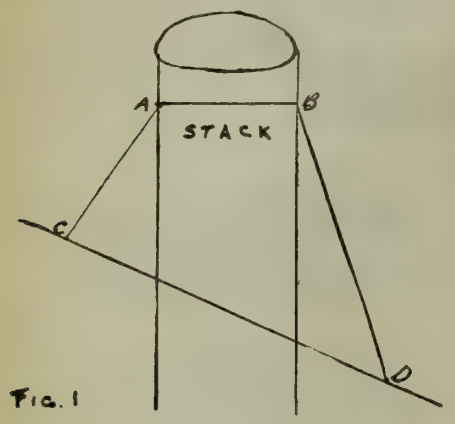


FIG. 1

the outer edge of flange. The circle "E F" (Fig. 2) represents the stack. Fig. 3 shows elevation of the hood "A B C D" similar to "A B C D" (Fig. 1). Above this elevation is a half plan of the top "A E B." Divide this semicircle into any number of equal parts and from these points draw lines perpendicular to "A B."

Now to obtain the actual shape of the section as its passes through the roof, construct half plan of the base, "G H J" and divide this semicircle into the same number of equal parts as there are in the semicircle "A E B." From the points draw perpendicular lines cutting the line "G H." Extend these lines to cut the line "C D." From these points draw perpendicular lines to "C D" and make these lines equal in length to the lines in the semicircle "G H J." Draw a line through these points. This will form a true shape of the section as it passes through the

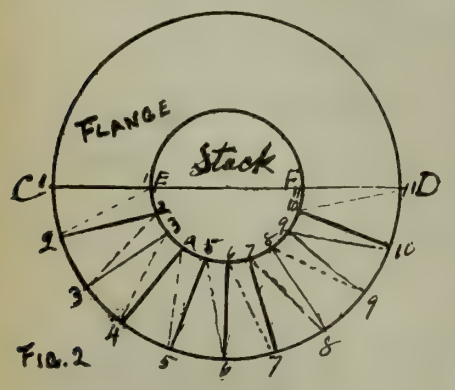


FIG. 2

roof and gives us the stretchout of the base used in obtaining the pattern.

Divide the semicircles (Fig. 2) into the same number of equal parts as there are in the semicircles in Fig. 3, and connect these points, as "1 1," "2 2," "3 3," etc., with heavy lines, and the points "1 2," "2 3," "3 4," etc., connect with dotted lines.

In Fig. 3 connect the points on line "A B" with points on line "C D." Extend the lines "A B" and "D S" to

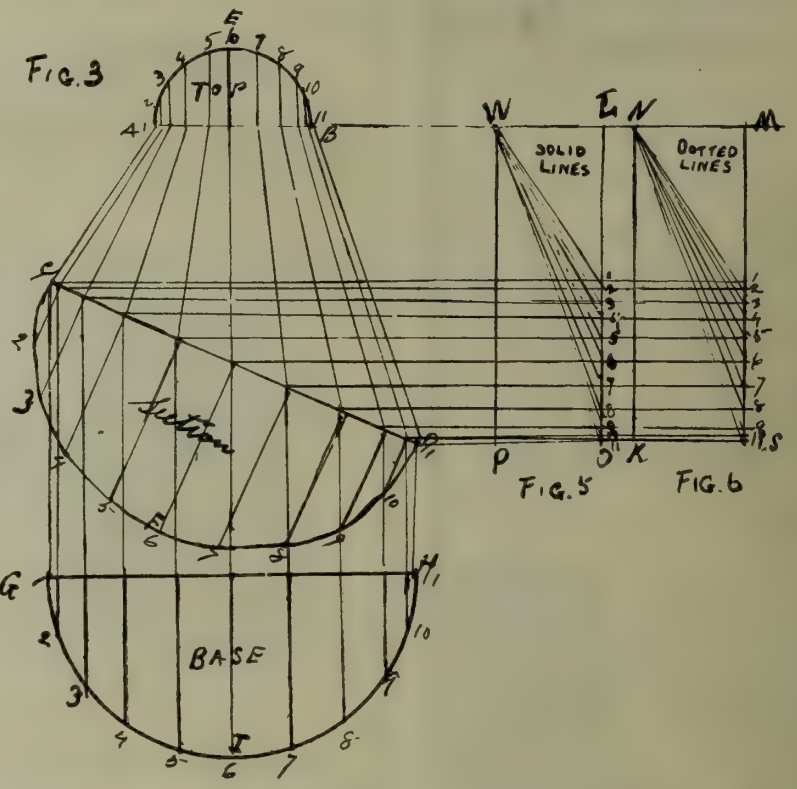


FIG. 5 FIG. 6

the right indefinitely. Do the same with the points on line "C D." At "S" erect a perpendicular line cutting the line "A B" at "M." From "S" set off the distance "S K" equal to the distance "1 2" in Fig. 2, and from "K" erect the perpendicular line cutting "A B" at "N." Connect the point "N" with the points 1, 2, 3, 4, etc., on line "S M." This gives us the true length of the dotted lines on pattern.

Draw the perpendicular line "O L." Set off the distance "O P" equal to the heavy lines in Fig. 2, as "1 1," "2 2," etc. From "P" erect a perpendicular line cutting "A B" at "W." Connect the point "W" with 1, 2, 3, 4, etc., on the line "O L." This gives us the true length of the heavy lines of the pattern.

Draw the line "A C" (Fig. 4) equal in length to "A C" in Fig. 3. Set a pair of dividers on distance "1 2" (G H J) and another pair on distance "1 2," "2 3," etc. (A E B) with 1 as a centre and distance, "1 2" on "C J D." Strike the arc "1 2" with 1 as centre and distance "N 1" Fig. 6 radius. Strike an arc cutting the previously constructed arc at 2, with 2 as centre and distance "W 1" Fig. 5 radius. Strike an arc with 1 as centre and distance "1 2" Fig. 3 as radius. Strike an arc cutting the foregoing arc at 2 and continue in this manner until the points "11 11" are reached. Draw line

through the points "1-11." This gives us one half the pattern. Edges must be allowed.

W. M. M.

NEW KEROSENE OIL STOVE.

An entirely new principle in the combustion of kerosene oil in cooking stoves and one which entirely eliminates all the objectionable features which have heretofore restricted the use of this fuel, has been perfected by the experts of the Novelty Manufacturing Company, makers of oil stoves, Jackson, Mich. This company is now putting on the market a stove which burns kerosene oil without a wick, asbestos ring, perforated tubes, or any of the devices which have heretofore limited the success of oil

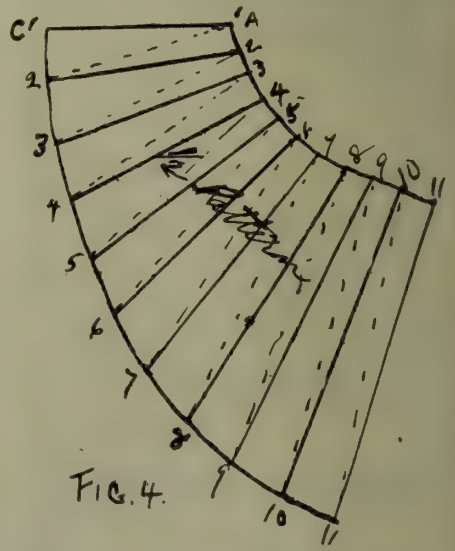


FIG. 4.

cooking stoves. It converts kerosene oil into gas, and burns the gas, on a similar principle to that employed in gasolene stoves. There is consequently no

possibility of the smoke, which was the serious objection of the old style of oil cooking stoves, the flame produced is perfect, steady and more intensely hot than from coal gas, and there is entire freedom from dirt, smut or disagreeable odor. The oil is fed to the burner by gravity. Just before it reaches the burner it passes through a small pipe, packed with wire gauze. It is here that the oil is converted into gas, and is fed to the burner through a needle-point valve. Like the gasolene cooking stove, this generator must be heated, and this is accomplished, when it is desired to start the fire, by attaching a small alcohol lamp for one minute. Denaturized alcohol, which sells for 35 cents a gallon, is used. In one minute the valve may be turned, allowing the gas to come in contact with the cast iron burner cap, with parallel apertures through which the blue flame plays. The flame is steady, clean and efficient.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Two Pipes for One Chimney.

A correspondent at Rodney, Ont., writes: "As you are giving us the opportunity to ask all questions in the line of heating and plumbing, I would be pleased to get some advice.

"We have installed a furnace this fall and once in a while the check damper and the cap that is in the end of the 'tee' just as it leaves the furnace will blow out, making a report like a gun. As soon as you open the furnace door it gushes out about two feet and then it is all right again. The chimney has a 7-inch hole about 8 feet above where the furnace pipe enters. The cook stove pipe enters in the above hole. The furnace pipe has one elbow and the stove a bevelled elbow. It is a combination furnace, but they are burning wood in it."

Answer.—What seems to be the trouble here is that there are two connections to the same chimney, that is, the smoke pipe connections from both the furnace and the kitchen range or stove both enter the same chimney, thus providing a defection draft. The cool air enters through the stove and its connections when it is not in active operation and becomes a check on the draft from the furnace. The phenomenon spoken of is a perfect proof of an insufficient draft for the furnace and the incapacity of the chimney flue to carry off the accumulated gases.

As we are not informed as to the size of the chimney or its surrounding conditions, we cannot say that the chimney is too small for the furnace by itself, or whether the draft is also affected by untoward circumstances, so that even if the range were disconnected, the same experience might be had, due to some faulty construction of the chimney.

Many otherwise good working stoves and furnaces have been found faulty in operation and proved unsatisfactory to their owners, due to no other cause than poor drafts from faulty chimney connections. To obtain good results from a stove or furnace they should in all cases be connected to separate chimney flues of ample size and good construction, and in no case should they be of a smaller size than 9x9 inches and increasing in size according to the size of the firebox of the apparatus to which they are connected. The larger the firebox the larger will be the size of the chimney that will be required to give proper results.

We cannot too strongly impress on our readers the necessity for the strict observance of the above simple requirement, if annoyance from improper working ranges, stoves and furnaces is to be lessened, and insisting that each stove, range or furnace requires a separate chimney flue of ample size and proper construction. It will bring greater satisfaction to every user, dealer, and manufacturer.

Range Boiler Connections.

A Kincardine correspondent writes, stating that he has installed a bathroom outfit to which he cannot get a sufficient supply of hot water. The building is a one-storey cottage and as there is no room for the boiler in the kitchen it has been set in the bathroom. He asks how to change the pipes to make the boiler do its work, leaving it in the same position.

Answer—The arrangement of the stove, circulating boiler and the piping as indicated by our correspondent is shown in Fig. 1. Such an arrangement would be defective, both as regards the circulating pipes connecting the water front of the stove to the boiler and also the connection for the hot water supply from the boiler to the bath tub. In the first plan there would be little or no tendency for the circulation of the water between the stove and boiler due to the arrangement of the pipe connecting the bottom of the boiler and the bottom connection on the water front, and in the second place the connection at the side of the boiler leading to the bath tub is wrong, as no hot water could be drawn from the boiler until the entire contents of the boiler were heated to a point below this connection, and then only as much hot water could be drawn as lay below this point, and if



the drawing of water was continued after such hot water was exhausted then only the cold water would be had at the top.

A better plan for the arrangement of the piping is shown in Fig. 2. In this case the pipe leading from the bottom connection on the water front to the bottom of boiler would be run along the ceiling of the cellar and if there was no cellar then this pipe would need be carefully wrapped with a good non-conductor and tightly boxed to prevent freezing in the winter time. Also it should be provided with a draw-off stop

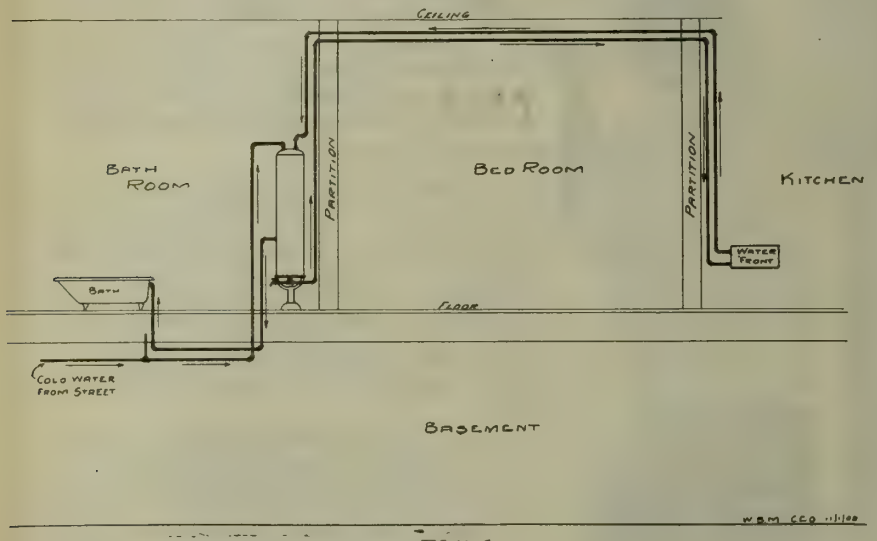


FIG. 1.

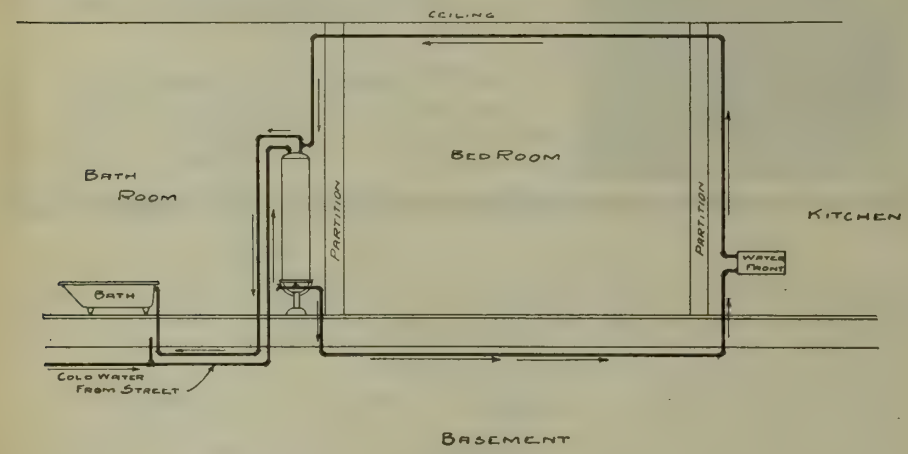


FIG 2.

(not shown in cut) at the lowest point to prevent the accumulation of sediment. The pipe leading from the top connection on the water front to the top of the boiler is run along the ceiling and thence down to the top of the boiler. This pipe should be provided with an air cock at its highest point (not shown in the illustration), or a relief pipe with valve that would be easy of access, so the accumulated air could be easily removed at intervals. Or if it is possible it would be still more preferable to bring this circulating pipe over to a point directly above the boiler, connecting the same into the side of a T and from the bottom of the T run on down to the connection with the top of the boiler. From the top of this T the connection would be made to the bath tub or to any other point where hot water was desired. This arrangement would do away with the necessity of any air relief pipe or valve as the act of opening the top would prevent the accumulation of any air in the circulation pipes between the range or stove and the circulating boiler. It is to be recommended that the flow and return circulating pipes between the stove or range, and the boiler should be 1-inch pipes instead of ¾-inch pipes as frequently found.

THE FREEZING OF WELLS.

Throughout many of the Northern States and Canada the freezing of wells and pumps causes much trouble and the greatest difficulty is experienced in keeping some wells open for use during the winter. Strangely enough, the shallow open wells give less trouble than the deeper, drilled or double-tubed driven wells, in which the inner or pump tube is carried below the outer casings. The determination of the cause of the freezing and of means for its prevention is of so great practical importance that a study of the subject has been made by one of the geologists of the United States Geological Survey. The freezing of wells is practically confined to districts where the air temperatures frequently go considerably below zero and where the materials penetrated are either porous or contain actual openings and passages through which the air can circulate. Deep wells that freeze may also exhibit other peculiar phenomena, such as indraft and outdraft of air, producing sucking and blowing, changes in character of water, fluctuations of water level and in flowing wells changes in discharge.

A study of the phenomena, as a whole, shows that they are connected closely with barometric changes. Freezing, indraft, low-water level, small discharge and clear water are all characteristic of clear weather and high barometer; thawing of the well and melting of the snow about the mouth, strong discharge and discolored waters always accompany low barometer. The direct cause of the freezing seems to be an indraft of cold air at periods of high barometer. Change of weather, reversing the direction of the air current, produces the thaw.

Many of the simpler devices adopted to prevent freezing are complete failures, while others are partly successful. The inherent difficulty lies in the construction of the well. The following suggestions are made by the geologist:

In open wells, where air obtains access through the soil and at the junction of the curb and cover, a cement cover should be tightly fitted to the curb, and the curb itself should be coated with cement for some distance below the surface.

In drilled or double-tubed driven wells the current of cold air drawn in at periods of high barometer between the outer and inner casing near the surface and passing out in a porous bed at the bottom above the water level will cause freezing if the water is pumped so that it stands in the inner tube above the lower end of the outer casing, and a long continued current of such cold air may cause freezing of the ground water about and in the well tube. For this condition it is suggested that the space between the outer and inner tube near the surface be packed with some impervious material. A filling of cement resting on an improvized plug is probably the most effective. The home-made rag packing sometimes used is too porous to serve the purpose.

The same treatment is suggested for wells with leaky castings, for driven wells passing through rocks porous enough to permit the passage of large currents of chilled air during periods of high barometer and for wells in which the outer casing ends in some cavern or open passage—that is, the space between the well tube and the pump tube near the surface should be plugged tightly with impervious material. About some wells the ground crevices through which the air circulates are so numerous that immunity from freezing can be obtained only by plugging the space about the pump tube from top to bottom with cement.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Shovels and Spades.

D. F. Jones & Co., Gananoque, manufacturers of shovels, spades, scoops, draining tools, etc., have published a new and carefully compiled catalogue for 1908. The book has an attractive appearance and goes into the method of manufacturing used at the Jones Company's foundry. Each different style is illustrated in the new catalogue, and dealers handling this class of goods should not fail to send for the booklet, which will be mailed free to any in the trade on mentioning this paper.

Calgary, Alberta.

"Calgary, Alberta, Commercial Metropolis of Western Canada," is the title of a handsome and well-edited book which describes the city of Calgary to the prospective manufacturer or settler who intends seeking a location in the west. The book contains much useful information regarding Calgary and is illustrated with half-tone engravings of the public buildings, etc.

Holiday Souvenir.

The Stevens-Hepner Company, Port Elgin, remembered their customers and friends at New Year's with a beautiful little whisk as a souvenir. Their thoughtfulness was much appreciated by the recipients. If any were overlooked a post card to Stevens-Hepner Co., Port Elgin, may secure the memento by mentioning Hardware and Metal.

Harness Hardware.

Catalogue No. 25, of the Covert Mfg. Co., Troy, N.Y., contains 144 pages, describing fully Covert's Square Brand of harness hardware.

It is divided into four sections. Section one, contains snaps of all descriptions, such as loop, round-eye, open-eye, swivel, double, roller, buckle, trace, breeching and rope snaps. Section two, contains miscellaneous articles, like hitching posts and weights, carriage and wagon jacks, harness dees, etc. Section three deals with chains of all kinds —heel, rein, halter, stallion and breast chains, and section four, rope and web goods and special snaps for fire harness and electrical equipments.

The goods are fully described and the eleven-page index is arranged in alphabetical and numerical form, making it of great advantage to the dealer, when referring to it for any article.

Copies of this new catalogue will be sent to hardware houses throughout the country on application, by mentioning this paper.

The G.T.P. will expend $1,000,000 at Springfield during 1908. A round-house, engine-house, repair and machine shops will be erected in the spring.

ROOFING

Fire, Lightning, Rust and Storm Proof.

Corrugated Galvanized Iron

now being extensively used for Farmers' Barns—requires no Sheeting — Corrugations are all pressed—not rolled—easy to apply.

Are you after this profitable trade ? Carpenters will get it if you do not.

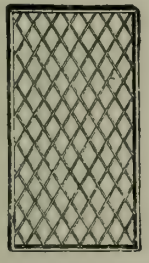
We shall be pleased to quote you.

The Metallic Roofing Co. Limited

MANUFACTURERS

TORONTO - AND - WINNIPEG

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.
Shall be pleased to quote on this seasonable line.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Railroad Construction.

During the past year the C.P.R. completed 518 miles of track in Western Canada.

The C.P.R. main line between Fort William and Winnipeg will be double-tracked during 1908. The distance is about 425 miles, of which 200 miles were laid in 1907.

The building of a branch line into Montreal from the main line of the Grand Trunk Pacific is now practically assured, according to the officials of the company, and construction work will be started in a short time.

The headquarters of the Winnipeg-Fort William division of the Transcontinental Railway have been removed from Kenora to St. Boniface. Track-laying is being pushed and it is thought that trains will be running on the new road next summer.

The C.P.R. has just placed a large order for cars with the Dominion Car & Foundry Company. The management last Saturday closed a contract with the Montreal Car & Foundry Company for 400 composite steel and wood freight and ballast cars. The contract for the steel required for these cars has been given to the Nova Scotia Steel Company of New Glasgow.

During 1908 the C.P.R. purpose building the following branch lines in the West: Complete line from Tuxford (Moose Jaw north) to Lacombe, on the Edmonton branch. Complete line from Saskatoon through to Wetaskiwin on the Edmonton branch. Complete line from Bredenbury to Esterhazy. Complete line from Weyburn to Stoughton. Complete line from Sheho westerly into Lanigan. Complete Wolseley-Reston line.

Building Notes.

Edmonton will build a new public school at a cost of $13 000.

Joseph Laflamme, Quebec, will erect a residence in the spring to cost $6,000.

During 1907 there were 296 buildings erected in Peterboro, at a cost of $761,-320.

Johnson & Co., Vancouver, will build a frame apartment house to cost $14,-000.

Edmonton will shortly call for tenders for the erection of a new incinerator to cost $12 000.

The Sydney, N.S., Cement Company have decided to enlarge their plant to admit the manufacture of brick from slag which has hitherto been a refuse that was thrown away.

An automatic fire sprinkler system is being installed in the "Surprise" soap factory at St. Stephen, N.B.

Edmonton shows an increase in building for 1907 of about $500,000. The money stringency no doubt affected building in the West last fall.

Brown & Love, Toronto, have received the contract for the new astronomical observatory to be erected at Toronto by the Dominion Government. The contract price was $91,000.

More building was done at New Westminster, B.C., during 1907 than in any one year in the history of the town. The buildings erected were principally residences, and a scarcity still exists.

The past year has been the greatest in the history of Amherst, N.S., as far as development is concerned. The amount spent during the year in building is nearly double that of any other year.

The Dominion Steel Co. has again been victorious in their suit against the Dominion Coal Company, which indirectly involves about $15,000,000. The latter company have served notice of appeal.

The capacity of the Dominion Iron & Steel Company's rail mill at Sydney has been doubled during the past two months. A new roller has recently arrived from the works at Sault Ste. Marie, Ont.

The Dominion Iron & Steel Co. have discovered a seven-foot seam of coal on Cavan Ave., near Glace Bay, N.S. The company expect to develop a colliery capable of producing two thousand tons of coal a day.

Permits were taken out in Ottawa during 1907 for new buildings of the aggregate value of $2,364,950, an increase of over half a million as compared with 1906. The total number of buildings erected last year was 355.

The Toronto Christian Scientists have purchased a site for their proposed new temple, which will cost in the neighborhood of $150,000. The plans have not been taken up to date, it being understood that building will start in the spring.

Building permits issued in Calgary during 1907 showed an increase of about one million dollars over 1906. The figures as submitted by the building inspector are, in 1906, $1,109,166; in 1907, $2,094,264. The most important items for which permits were issued are the following: 464 private houses costing $675,000; 8 warehouses, $109,-350; factories $98,000; schools, $105,-000; apartment houses, $55,000; city hall, $150,000; C.P.R. depot, $157,000; Government Land Titles Office, $100,-000.

The shareholders of the Hamilton Steel and Iron Co. are in luck. The capital of the company is being increased from $1,513,600 to $5,000,000, and, without putting up any more money, the new issue of stock is being divided among the shareholders, who will receive three shares of the new stock for every one they held of the old. The directors have been able to pay 6 per cent. on the old capital, and at the same time build up a plant which they now estimate is worth the $5,000,-000.

Companies Incorporated.

A company has been incorporated under the title of the Hosmer Mines for the purpose of carrying on mining operations, and to construct, own and operate telephone and telegraph lines throughout Canada. The capitalization of the company is half a million dollars, and the head office is in Montreal. A number of prominent Montreal Railway men are interested, including the following, whose names are on the charter: D. Mc Nicoll, Walter R. Baker, D. Mactier, and Ernest Alexander, all officials of the Canadian Pacific Railway, and Edward W. Beatty, solicitor of the same company.

FILES AND THEIR USE.

To choose a flat file, turn its edge upward and look along it, selecting one which has an even sweep from end to end, and having no flat places or hollows. To choose a half-round file, turn the edge upward, look along it and select that which has an even sweep and no flat or hollow places on the half-round side, even though it be hollow in the length of the flat side.

In draw-filing, take short, quick strokes, which will prevent the file from pinning and scratching. Long strokes, no matter how long the work may be, are useless save to make scratches. Remember it is less the number of strokes given the file than the weight placed upon it that is effective; therefore, when using a rough file, stand sufficiently away from the work to bring the weight of the body upon the forward stroke. New files should be used at first upon broad surfaces, since narrow edges are apt to break the teeth if they have the fibrous edges unworn.

For brass work, use the file on a broad surface until its teeth are dulled; then make two or three strokes of the file under a heavy pressure upon the edge of a piece of sheet iron, which will break off the dulled edges of the teeth, and leave a new fibrous edge for brass work.

Use bastard-cut files to take off a quantity of metal of ordinary hardness; second-cut in fitting, and also to file unusually hard metal; smoothing to finish in final adjustment or preparatory to applying emery cloth; dead smooth, to finish very fine work; float file on lathe work.

To prevent files from pinning, and hence from scratching, properly clean them, and then chalk them well.

INGOT

IN STOCK

ANTIMONY
COPPER
LEAD
ZINC
TIN

A. C. LESLIE & CO.
Limited
MONTREAL

Wire Nails
Tacks
Wire

Prompt Shipment

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

TRADE MARK IVER JOHNSON



Remember, these goods are never sold by mail where a dealer will supply them. You guarantee them and we stand back of your guarantee. The owl's head on the grip and our name on the barrel attest the genuine.
Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

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M.R.M. CO.



Oiled and Annealed Wire

Our "OILED AND ANNEALED" Wire, or, as some people call it, "Black" Wire, is made from a superior quality of Rods.

Our process of oiling is such as to ensure a dry surface, enabling it to be handled without loss of its protective qualities.

In annealing, we are careful to have it sufficiently soft and tough to stand the usage for which it is intended.

We make both large and small diameter coils.

The Montreal Rolling Mills Co.

M.R.M. CO.

Fire Notice

We beg to notify our numerous customers and friends that the fire which visited our premises on the 12th inst. caused only slight damage in one of the lower flats and in our samplerooms.

We immediately cabled our factories in order to replenish our stock and will be able to supply the wants of our customers in a very short time.

Asking for forbearance of our esteemed patrons whose orders may be delayed for a few weeks, we would solicit a continuance of their favors.

E. F. WALTER & CO.,
LIMITED

168 McGill Street, MONTREAL

Paint and Oil Markets

MONTREAL.

Montreal, Jan. 17.—Despite the turn of the year, and the fact that a number of travelers are now on the road, there is at present very little activity to business. It is hard to eliminate the holiday feeling which seems to prevail throughout the country.

Linseed Oil—This line has developed a drooping tendency, and holders have shaded their prices 2c per gal. We therefore quote: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Turpentine—The wood distilled turpentine, apparently, does not seem to be growing into popularity, and quotations are therefore purely nominal. On the genuine southern turpentine a spurt of several cents has taken place in the primary markets, but local holders are slow to make a change as this movement may only be spasmodic. We continue to quote: Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—This article still shows a slight weakness, and grinders are disposed to make concessions for round lots. Consequently we lower our quotations 25c per 100 lbs., as follows: Government standard $6.50; No. 1 $6.25.

Red Lead—Red lead also yields to the decline in pig lead, and prices have eased off ¼c per lb. We now quote: Genuine red lead, in casks, $5.75; in 100-pound kegs, $6; in less quantities at $6.75 per 100 pounds. No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities $6.50.

Dry White Zinc—There is a light call only for dry white zinc, but as the leading brands are not over abundant quotations remain firm: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—This line continues its even course, and is without feature. We quote: Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—Shellacs, hard oil finish, and carriage varnishes, are all in better demand than for some time past, although orders cannot be said to be heavy. Manufacturers seem to be feeling their way, and buying with caution.

Putty—For the first time in a long period orders are extremely light. Stocks are ample in all size packages, but prices, however, are firm, and we quote: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Jan. 15.—Prices remain without change with the exception of linseed oil, which during the week has been shaded several cents each way but at present remains about the same as a week ago. The travelers are on the road again but business is not very brisk at present and the orders coming in are not quite up to last year's average. White lead remains at last week's figures, though a decline is looked for.

Linseed Oil—Although the market in great Britain has been advancing steadily for the past week or ten days, the jobbers have not made any advance in Toronto to the present, but it is very likely there will be some advance in the near future, as English oil would today cost in Toronto for car lots more than the Canadian price at the present time is for single barrels. Quotations are: Raw, bbls., 59c. Add 3c to this price for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal, net 30 days.

Turpentine—It was thought that on account of the accumulations in the Southern markets there would be no material advance but in the past two weeks prices have advanced some 10 to 14c per gallon at the place of production in the Southern States. The price in Toronto has now been made only a very few cents above the actual cost for carload lots. A year ago the same thing happened on this market and prices at Toronto soared to 99c a gallon. Quotations are still uncertain and vary daily, for single barrels we quote 70 to 73c; 2 to 4 barrels, 72c. Less than barrels 5c advance.

Red Lead—Since last week prices have remained firm, though a slight decrease is looked for daily. The demand is at present slack but it is felt that the bottom of the market is almost reached. We still quote: Genuine, in 50 lb. casks, at $5.50; genuine, in 100-lb. kegs, at $6.

White Lead—The decrease prophesied in last week's market has not yet taken place though a change is expected daily. Only small orders for immediate delivery are being booked. Prices are as follows: Genuine white lead, $675 to $6.90; No. 1, $6.50 to $6.75.

Petroleum—The demand remains steady at present and no change of prices have occurred. Quotations remain: Prime white, 13½c; water white, 15c; Pratt's astral, 17½c.

Glass and Putty—Glass is moving actively with a fairly good January demand for putty. We now quote: Barrels of bladders at $1.95 per 100 lbs., and less than barrels at the rate of $2.10 per 100 lbs.

Shellac—The shallac market is steady at present with no change in quotations. The demand is fair for this month. The following prices prevail: Pure white, in bbls., $2.25 to $2.50; pure orange, $2; and No. 1 orange, $1.90.

Varnish—The demand for varnish is steady, though orders received are for small quontities only. Quotations are as follows: No. 1 furniture in bbls., 65c; elastic oak, in bbls., $.125; light hard oil, in bbls., $1.05.

In a recent issue of the Trade and Commerce Reports an item appears which draws attention to the large amount of Canadian wall paper being sold in Australia. This branch of manufacturing has hitherto been confined to home trade and as the report says there is a strong demand for the Canadian article, the result will likely help to build up the trade of the wall paper mills in this country.

3/4

THREE-QUARTERS OF OUR OUTPUT IN PARIS GREEN HAS ALREADY BEEN SOLD IN QUICKER TIME THAN EVER BEFORE.

REASONS: THE STANDARD FOR EXCELLENCE IN DEATH-DEALING QUALITIES, AND, CONSEQUENTLY, ITS GROWING POPULARITY.



"FAMILIAR," TO EVERY ONE, AS "HOUSEHOLD WORDS,"

THE CANADA PAINT COMPANY, LIMITED

A Paint Catechism

By G. B. Heckel.

55. What are the characteristics of the volatile oils? Of the two used in paint turpentine is derived by distillation from the sap of pine trees, the residual product being rosin. Wood turpentine is distilled from pine stumps and roots. Benzine is that distillate from crude petroleum which has a gravity of from 60 to 72 degrees by the Beaume hydrometer; the lighter products are gasolenes, etc.; the heavier products, fuel oils, burning oils, lubricating oils, etc. The Texas petroleums, having an asphalt base, yield benzines of lower gravity and hence slower evaporation than the oils of the Ohio valley, etc. Turpentine and benzine have each a characteristic odor. Both are solvents of oils, resins, etc. Of the two, turpentine evaporates the more slowly, but some of the benzines approach it very nearly in this respect. Turpentine in the retail and jobbing market is frequently adulterated with heavier, non-volatile petroleum oils but benzine is never so adulterated. Benzine on evaporating leaves no residue and has no effect on the paint film. Turpentine, being a slight oxidizer, is thought to have some drying action and is also believed (because while the benzine can all be recovered from paint by distillation, the turpentine cannot) to leave something in the paint film. If so, it would seem that this residue could be nothing except rosin.

56. For what purpose are volatile oils added to paint? For their mechanical effect alone. To facilitate the labor of spreading, to reduce excessive proportions of oil, to hasten the "setting" of the paint, to reduce the gloss of under coats and thus improve the adhesion of subsequent coats and to destroy gloss so as to leave a dull finish.

57. Has turpentine any advantage over benzine for these purposes? Such advantages as it may have are largely dependent on its slower rate of evaporation. This advantage is reduced in the case of the heavier benzines, and with the rapid destruction of our pine forests the cost of turpentine promises soon to be prohibitive for use in anything except the most expensive varnishes. The only exception to this is in "flat work," for which benzine is not satisfactory. Wood turpentine varies greatly in quality, dependent upon the method of manufacture. The better grades, when properly refined are practically identical with sap turpentine.

58. What are varnishes? Varnishes, as used in paint manufacture, are solutions of resins or of fossil gums in drying oils. Their principal application is in enamels and similar specialties.

59. What are the characteristics of varnishes? They yield a firmer, smoother, and more lustrous coating than oil, and are capable of being rubbed to a finer finish. Some "japans," as already stated, have the character of a varnish. Some pigments, of which zinc oxide is a conspicuous example, appear to form a tough, elastic combination with the gum resins, entirely different from the compound formed with linseed oil. This property is utilized in the preparation of enamel paints.

60. In view of what has been said, can there be a "standard" formula for paints? No. As may be inferred it is possible with different formulae to produce practically the same results; hence any attempt to establish standard formulae merely tends to limit investigation and improvement; to throw the paint industry into the hands of a few producers of raw materials and to stifle competition as well in quality as in price.

61. Is any standard possible for paints? Yes; the standard of quality as determined by results.

62. What is a reasonable standard of quality for house paints? It is based on accumulated experience with the best grades of paints, and indicates the following as the requirements for a good paint under average conditions: 1. To cover upwards of 300 sq. ft., two coats. 2. To produce a surface that is neither too hard nor too soft. 3. To have an average life of four years. 4. To be durable as to color. 5. To leave a surface suitable for repainting.

(To be Continued).

AN OPTIMISTIC NOTE.

Walter H. Cottingham, vice-president and general manager of the Sherwin-Williams Co., Cleveland, has been making one of his regular visits to the Montreal office. Interviewed by Hardware and Metal, Mr. Cottingham said he was very pleased with the progress made, and the outlook in Canada was very satisfactory. All their travelers were now on the road, and the number and value of the orders were well up to average. The men reported conditions in their territories as being good, and expected to exceed their past returns. "We are quite optimistic," continued Mr. Cottingham, "and are planning now to start our factories at full speed again, after the usual season's lull, as we are confident we are going to get a great volume of trade in the spring. So far as business in the States is concerned our travelers report very favorably, and their orders at the time I left home showed an average above that of last year. The fact that we sent out at the first of the year two hundred representatives was telegraphed by the press agencies all over the States, and this, we are told, helped to a large extent to restore confidence. It showed that we, at any rate, were not afraid of the future. I am quite optimistic as to the conditions in Canada, as well as the States," concluded Mr. Cottingham, "and have no fears as to the trade prospects."

In a recent bulletin sent to the firm's selling staff a fortnight or so ago, Mr. Cottingham gave the following reasons why there should be no pessimism for the future. The bulletin states, in part:

America is a great and an extraordinary country. *Whatever she does, she does in a big way. When she goes in for a panic it's a good one; not a little flurry, not a little storm, but a good, stiff hurricane—one worthy of her vastness and her gigantic force. Big storms, while extremely severe at the time, don't last long. The great financial hurricane that has swept across the land is over. It will take a little time to clear away the debris, but not long, for the wreckage has not been great, and the warm sun of prosperity will soon repair what damage has been done.

It is idle to say there was no reason for the financial disturbance that has dislocated the trade of the country. It is senseless to blame any one man or any one thing for it. The truth of the matter is the country has been over-

IN

1808

Brandram's White Lead was known all over the civilized world as the finest White Lead made.

IN

1908

Brandram's White Lead is still the standard of the world.

This year marks the opening of the new Canadian Works for Corroding Brandram's B.B. White Lead in Canada by

BRANDRAM-HENDERSON, LIMITED

Corroders and Grinders of White Lead

Montreal Halifax
St. John Winnipeg



A HEART-TO-HEART TALK TO DEALERS

You are not in business for fun, but there is some fun doing business when sales are steadily on the increase and the goods go off the shelf before having a chance to become shop-worn.

There's a way to secure such a condition of things—a way that is making money for many paint dealers, and will make money for you if you will do as they are doing.

This is an age when to make business flourish you must advertise. You say advertising costs money; but suppose you handle goods made by a house that advertises the goods for you, and does it in a way that booms your business and brings trade right to your counter. Suppose your store should be advertised, and an attractive reminder of your business placed in the home of the best paint patrons of your community without costing you a penny—wouldn't it be to your advantage? Of course it would.

IF YOU ARE INTERESTED

in a proposition of this kind—if you want to increase your trade, build up a prosperous business, and make your store the center of the paint trade of your town—write and ask us to explain our methods, and let us show you how we help dealers who handle **Martin-Senour Paint** move the goods. We are doing it for others, we can do it for you. Let's talk it over. Write today.



The MARTIN-SENOUR CO., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector Street, Montreal.
2514-2520 Quarry Street and Archer Avenue, Chicago. (Est. 1878.)

The Winnipeg Paint and Glass Co., Ltd. Winnipeg.

The Maritime Paint and Varnish Co., Ltd, Halifax, N. S.

THE NAME

"Island City"

on a Paint Can,
means that that can contains

The Highest Quality Paint

that can be manufactured.

It means that that paint is what your customer wants, and that by giving him what he wants, when he wants it, you are making a good commission for yourself.

Give our line a trial, you'll not regret it.

Eight hours is all that is necessary for the ***"Island City"*** brand of ***Floor Paints*** to dry.

Our Travellers get all the credit of orders sent in from their ground.

P. D. DODS & CO. - MONTREAL

VANCOUVER TORONTO WINNIPEG

trading, by reason of too rapid expansion. We have had two months of liquidation, and values are now down to a point where people are willing to take hold again. Money is slowly seeking its proper functions once more, and only requires to be encouraged to come forth in volumes. The great restorative is confidence, and confidence can only be created by the exercise of sane and safe business methods. The big financial men of the country know this, and I believe all business will now be done on a sounder basis than ever before.

Remember, this has been a money panic, not a hard times panic. We have suffered not from want of business, but from too much business. We have seen that too great prosperity can wreck trade, as it often does an individual; and he is a thoughtless business man who fails to learn the lesson.

I believe the worst is over, and there will be a steady progress towards complete recovery. Our belief is based on the fact that values are again down to reasonable figures and that there is now more money in the country than ever before. Our vast crops, the most valuable in the history of the country, are being marketed at high prices; our exports are growing in greater proportion to imports; and the balance of foreign trade is greatly in our favor. Confidence is rapidly being restored. The country is not only as sound as ever it was, but sounder.

It's up to every patriotic, enterprising business man and concern to do their part in restoring confidence, by taking up once more in an active and intelligent manner the work that has been temporarily interrupted. This done, conditions will soon become normal, and that prosperity which we have long been accustomed to and which is the fair reward of energy and ability in a wonderfully productive land, will soon become general again and stir us up to new and greater achievements.

This company is going to do its part.

PRACTICAL INFORMATION.

The column known as "Paint Catechism" contains information each week which every man working in the hardware store should know.

It will be noted that the writer of this catechism, G. B. Heckel of Philadelphia, makes paint efficiency the one standard in judging paints. Paint quality means paint efficiency according to his view. It is also clear that the compiler of this catechism is not in sympathy with the ideas on which the North Dakota Paint Law was founded. But all of us are looking for information and the paint question is one which bears careful investigation. The hardware merchant and his clerks need to know this side of the question.

The catechism says some interesting things about white lead. The claim is made that strictly pure white lead paint has not the efficiency of some other paints, which are also the results of careful investigation and experience. This is a subject much argued and it will probably be some time before the paint trade reaches a unanimous verdict. But setting these contentions aside, there is much good information here for the man selling paints in the retail store.

How much surface wood, should a gallon of paint cover?

How long should it last and look well?

What causes chalk, peel, scale, flake, or wear away?

These are simple questions, but they are asked every day in the hardware store during the season when paints are selling. And there are too many merchants and clerks who cannot give intelligent answers.

By the way it is well to suggest that readers of this department take their back numbers of Hardware and Metal for several issues past and read the "Paint Catechism" which has appeared in those numbers. You may have read it carefully when the paper first came, but it is well to brush up on these lessons.

When a man pleases himself he gets the applause of at least one person.

If you would become a student of human nature, begin by studying your own.

WOULD YOU

handle the best finishing, and toughest wearing proposition in FLOOR PAINT?

It so

It's Floor Glaze Enamel

10 shades.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

WINNIPEG, MAN., c/o MASON & HICKEY.

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Telegraphic Addresses: **"COLOURS,"** Matlock Bath; **"STEADY,"** Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

MORE FOR HIS MONEY

The best argument you can use with your prospective paint customer is to prove to him that he gets more value for his money when he buys

NEW ERA PAINT

His experience with it will prove your truthfulness. He will find that it spreads further and lasts longer than other prepared paints.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

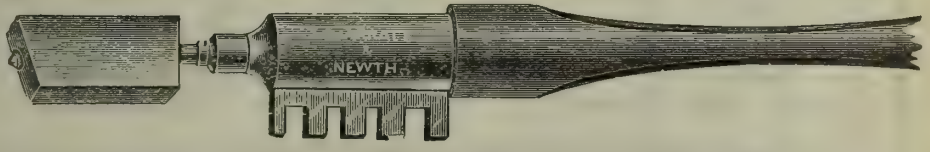
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**

HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

10 to 15% better value

is a great inducement to your customers. You probably haven't one customer who would turn up his nose at an offer to give him that much better value for his money. It is a fact that every single can of

Moore's Pure Linseed Oil H.C. Paint

contains 10 to 15% better value than a can of any other brand of prepared paint on the market. Instead of spending our shekels in extensive advertising schemes we have spent them on the paint, with the result that you, your customer, and ourselves, mutually benefit. The price is just right. Better send ***now*** for our color cards.

Muresco Wall Finish

is the healthiest, most beautiful and most economical interior wall finish ever made, and the profits are really worth having. Are you getting your share.

BENJAMIN MOORE & CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. **New York, Chicago, Cleveland, Carteret, N.J.**

Emerson and Fisher, St. John, N.B. Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S. Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

A Dog is a Dog No Matter What Name You Give Him

Similarly Kalsomine is Kalsomine no matter what name it is given, so don't be persuaded into buying just ordinary Kalsomine when a cunning salesman offers it to you under some fancy title. If you do get bitten you'll mighty soon find out that practical people don't want an out-of-date compound of whiting, glue and color (merely Kalsomine) that **has to be mixed with boiling water,**—which is to say the least, most inconvenient and means extra labor. Your trade want Alabastine—the only pure permanent and sanitary wall coating. Alabastine is a cement, made from crystaline Alabaster rock, which hardens on application to the wall and will not rub off. **Just add cold water,** stir a little, and it's ready for use. No bother at all. Saves time and labor. Nothing in the same class as Alabastine. Nothing that sells as readily. And our big advertising campaign this year will stir up a greater demand than ever. Better get in line and secure your share of the bigger Alabastine business. Send your order to-day to your nearest jobber or direct.

ALABASTINE

The Alabastine Co., Limited, - Paris, Ont.

WHITE LEAD

Be sure you get the well-known Ramsay Brands, all guaranteed for purity by

The Yellow Label

guarantee of the "White Lead Association of Canada."

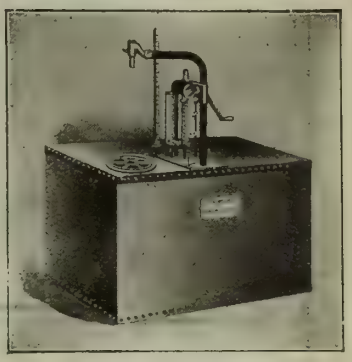
Ramsay's Unicorn Pure
Ramsay's Russian Pure
Ramsay's Decorators' Pure

These are the standards.

A. RAMSAY & SON COMPANY

Established 1842 — MONTREAL — Lead Grinders

Do You Want Large Returns ?



Cut 19 First Floor Tank for Kerosene

Every dollar you put into a Bowser Self-Measuring Oil Outfit will be returned to your own pocket many times over.

The reason is that the Bowser will save money by stopping all the usual losses from evaporation, waste and careless handling and this saving will amount to many times the cost price of a Bowser Tank. Can you afford to lose money continually when the Bowser will put a stop to it.

Our Catalog V describes our complete line and tells you the why and the wherefore. Write for it to day.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

BLUNDELL'S PARIS GREEN

A genuine ENGLISH Green

Before you place your order for Paris Green write for our prices.

Made by a firm with 100 years' experience in color making.

Guaranteed pure and to conform to the Canadian Government Standard.

Will do all that any other make will do and costs you less money.

Blundell, Spence & Co., Limited

Manufacturers

HULL, ENGLAND

ESTABLISHED 1811

Agent: WILLIAM BRODIE,

226 Board of Trade Building, MONTREAL

It's Worth Your While to Enquire

about quality and prices before placing your Spring orders for roofing material. Remember, Mr. Dealer, that we carry an immense stock of all the leading lines. Our special

"Genasco" Ready Roofing

has proved a great seller everywhere it has been introduced. Better write for our prices.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

January 17, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 11
Hallett'	0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb
Casting ingot.....	15 00
Cut lengths, round, bars, ½ to 2 in...	25 00
Plain sheets, 14 oz.....	25 00
Plain, 16 oz,, 14x48 and 14x60	25 00
Tinned copper sheet, base	27 00
Planished base.....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25 0 26

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets		2 75
All bright "		3 75
Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10½ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No 3 pig iron	20 50	21 00
Summerlee, No. 2 "	.25 00	24 50
" soft "	24 50	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	...	24 50
Midland, Londonderry and Hamilton	...	22 50
Deseronto No 1 pig iron ...	23 25	23 00
" No. 2 "	23 75	22 50
Radnor, charcoal iron.....	30 00	32 00
Lawmoor iron.....	...	6 50
Angles	...	2 65
Common bar, per 100 lb.....	2 15	2 25
Forged iron	2 40	..
Refined " "	2 55	2 80
Horseshoe iron "	2 55	2 80
Band iron, No. 10 x ⅞ in.		2 30
Sleigh shoe steel "	2 20	2 30
Iron finish steel....	2 25	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 35	2 50
Sheet cast steel.....	...	0 12
Mining cast steel.....	...	0 08
Warranted cast steel		0 14
Annealed cast steel		0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	32 00	$31 50

TINPLATES.

Charcoal Plates—Bright	Per box.
M.L.S., Famous (equal Bradley)	$6 00
I C, 14 x 20 base	6 50
IX, 14 x 20 "	7 50
IXX, 14 x 20 base	
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
I X X 14 x 20 "	7 50 7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I X X, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	6 75 7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 50 4 35
Bar, "	4 75 4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25 6 50
Sheets, 3 to 6 lb. "	6 00 6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00 7 50
Part casks.....	7 25 7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25 5 50
Domestic	5 00 5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
" 2 wrought "	....	5 50
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 40 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 40; straightway valves, I.B.M., 60.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 45; iron, 55 p.c.	
Thompson Smoke-test Machine 25.00	

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 15 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 2½ p.c
Steam Radiators—50 and 2½ per cent
Wall Radiators and Specials—50 and 2½ p.c.

LEAD PIPE

Lead Pipe, 10 p.c. off.
Lead waste, 10 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 58	¼ inch.....	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40
2-lb. or over ..... "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 23	0 20
Wiping.....	0 21	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

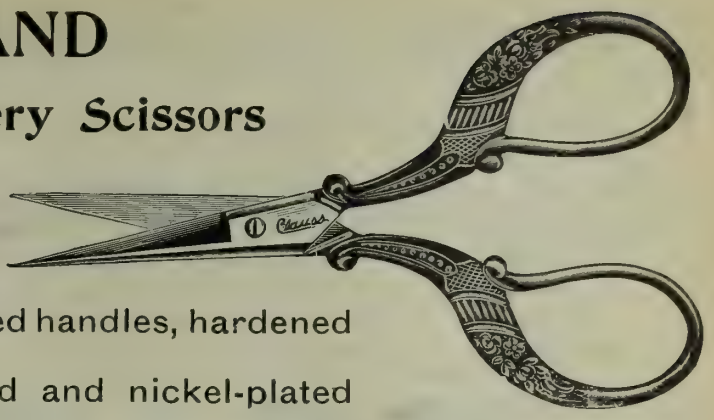
	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08
Lump olive.....	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	0 08
Chrome yellow	"	0 15
Golden ochre	"	0 10
French "	"	0 08
Marine black	"	0 04
Chrome green	"	0 09
French permanent green	"	0 13
Signwriters' black	"	0 15

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors



FULLY WARRANTED

Hand forged from finest steel. Pressed handles, hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 08	0 10
French medal	0 11	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
P. D Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls.	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 71
Linseed Oil, " raw	0 57	0 60
" " boiled	0 60	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	6 90
Elephant and Decorators' Pure	6 90
Monarch	7 25
Standard Decorator's	7 00
Essex Genuine	6 25
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 30
Ramsay's Pure Lead	6 75
Ramsay's Exterior	6 40
"Crown and Anchor," pure	6 75
P. D. Dods "Island City" pure	6 75
Sanderson Pearcy's	7 00
Robertson's C.P., lead	7 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 60
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$2 65	$3 50
26 to 40	2 75	3 80
41 to 50	3 10	4 10
51 to 60	3 25	4 70
61 to 70	3 40	4 95
71 to 80		5 50
81 to 85		6 00
86 to 90		7 10
91 to 95		8 25
96 to 100		9 80

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 25
Ready roofing, 2-ply not under 45 lb. per roll	1 00
Ready roofing, 3-ply, not under 65 lb., per roll	1 25
Carpet Felt per ton	60 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 45
Dry Sheathing per roll, 400 sq. ft.	0 40
Tar " " 400 "	0 50
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof small packages	0 25
Refined Tar per barrel	5 00
Coal Tar	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		210
" Iron Clad " paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in.	" 0 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 75
over 12 in. " 3 75
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 0
Canadian sledge per lb.	0 07	0 08
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century. $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in , $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets. "	7 50

aple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11		4 00
" pointing, 924x5.....		2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Steel, track, 1 x 3-16 in(100 ft)		3 25
" " 1¼ x 3-16 in(100 ft)		4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ¾-inch....per gross		9 00
" " ⅞ " .... "		10 00
" " 1 " .... "		12 00
Leather, 1-inch .....per doz.		4 00
Leather, 1¼ " ..... "		5 20
Web..... "		2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Low wheel, 12, 14 and 16-inch	$2 30
9-inch wheel, 12-inch	2 85
" " 14 "	3 00
" " 16 "	3 12½
High wheel, 12 "	4 05
" " 14 "	4 50
" " 16 "	4 75

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in , $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40,10,7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light an medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7 00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 55
3d.....	3 15	3 25
4 and 5d.....	2 90	2 95
6 and 7d	2 80	2 85
8 and 9d	2 65	2 70
10 and 12d	2 60	2 65
16 and 20d.....	2 55	2 60
30, 40, 50 and 60d (base)	2 50	2 55

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c		
" R. H., bright, 80 and 10 per cent.		
" F. H., brass, 75 and 10 per cent.		
" R. H., " 70 and 10 per cent.		
" F. H., bronze, 70 and 10 per cent.		
" R. H., " 65 and 10 per cent.		
Drive Screws, dis. 87½ per cent.		
Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80 and 10; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85 and 12½; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 40; copper tacks, 25; copper nails 30; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, 10; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 40; clinch and dunk rivets, 45; cheese box tacks, 85 and 5 trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 40 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps. 60 and 2½ per cent; Centre Fire, Pistol and Rifle Cartridges 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder, 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	80
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cen
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

WE MAKE ELECTRIC FIXTURES, SOCKETS AND CUT-OUTS

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz.		0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz. 2 20	5 60
Galvanized	" 1 87	3 85
King, wood	" 2 75	2 90
King, glass	" 4 00	4 50
All glass	" 0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross 1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set 0 90
" No. 50, nickle-plated,	" 0 95
" handles, japaned, per gross	9 25
" " nickled,	" 9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	" "	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 0

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHBOARDS.

Cane's, per doz	1 10	3 35

WASHING MACHINES.

Round, re-acting per doz.	80 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross 7 80
" "	" 9 60

PULLEYS.

Hothouse	per doz. 0 55	1 00
Axle	" 0 22	0 33
Screw	" 0 22	1 00
Awning	" 0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet	per doz. 0 65
" " 60 feet	" 0 80
" " 72 feet	" 0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross 3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		28 00

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Carriage Mountings Co., Ltd., Toronto

Awnings.
Tobin Tent and Awning Co., Ottawa

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co, Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Carriage Mountings Co., Ltd , Toronto.
Forsyth Mfg. Co., Buffalo, N.Y.
Ontario Metal Novelty Co., Toronto

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
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Glauber Brass Mfg. Co., Cleveland, Ohio.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

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United Factories, Toronto.

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Acme Can Works, Montreal.

Builders' Tools and Supplies
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Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
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Newman & Sons, Birmingham.
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Carriage Accessories.
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Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
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Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Chafing Dishes.
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Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
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Clothes Reels and Lines.
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Cordage.
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Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
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Cuspidors.
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Cut Glass.
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Cutlery—Razors, Scissors, etc.
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Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
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Electric Fixtures.
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Engines, Supplies, etc.
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Files and Rasps.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
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Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

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Montreal Rolling Mills Co., Montreal.
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Horse Blankets.
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Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co Toronto.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
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Lanterns.
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Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

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Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Armstrong Bros. Tool Co., Chicago

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Taylor, Forbes Co., Guelph.

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Copeland-Chatterson Co , Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

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National Hardware Co., Orillia, Ont.

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Gibb, Alexander, Montreal.
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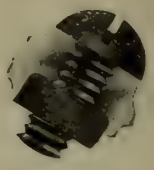
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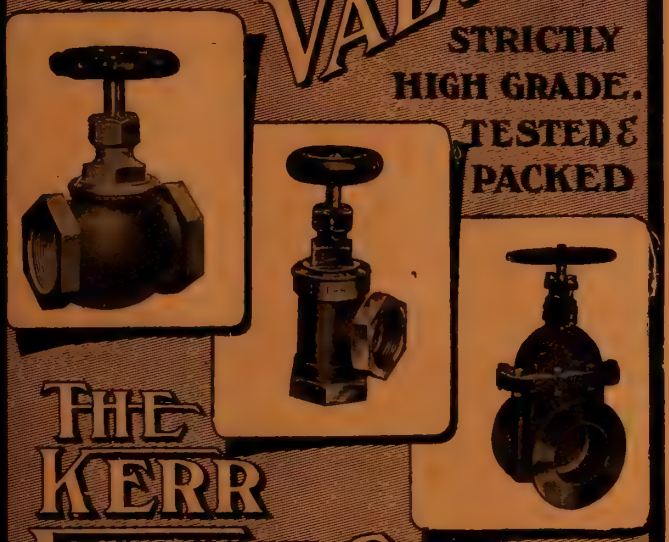
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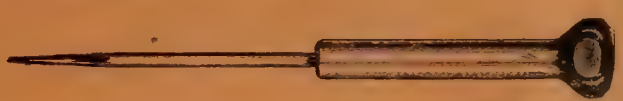
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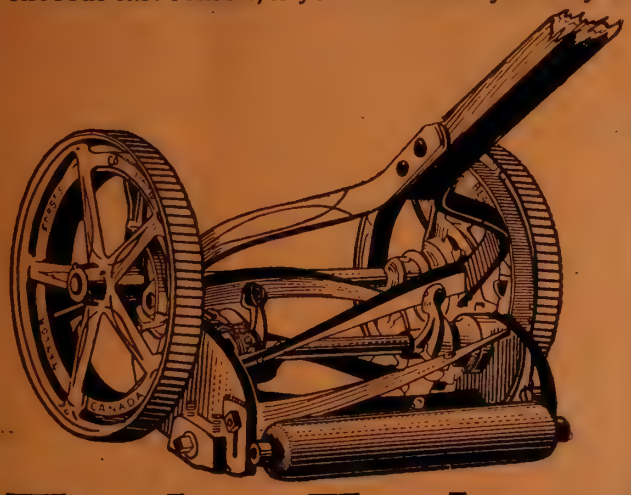
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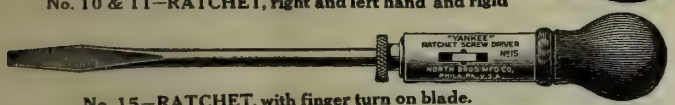


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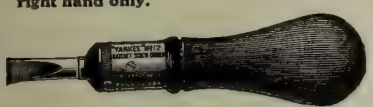
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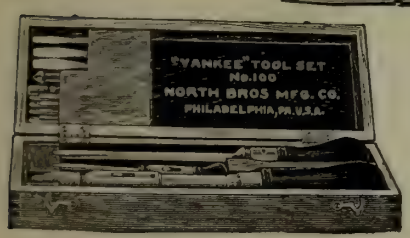
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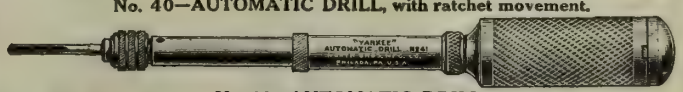


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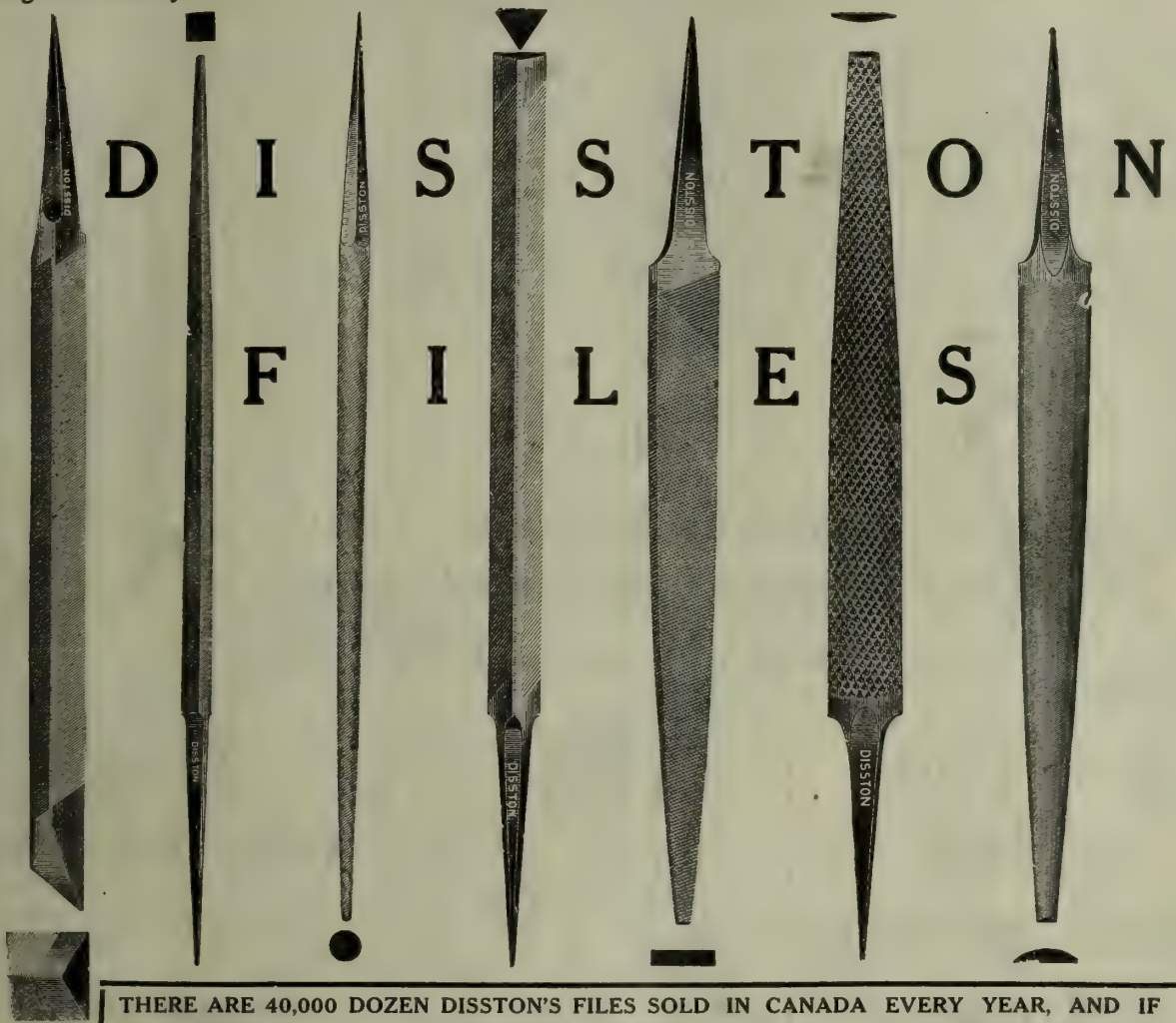
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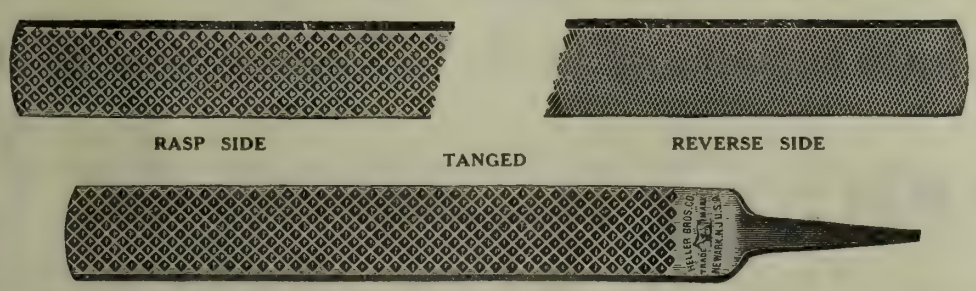
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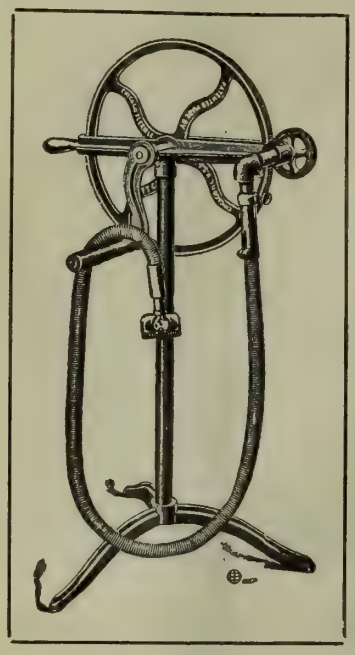
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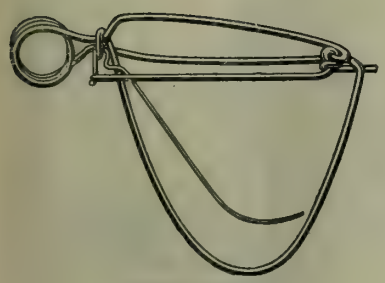
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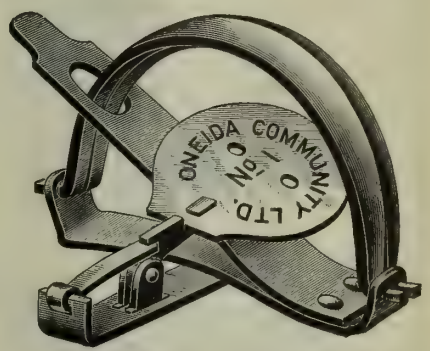
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No. 1- 2, Mink and Rat.



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"Jump"—Rat or Gopher.



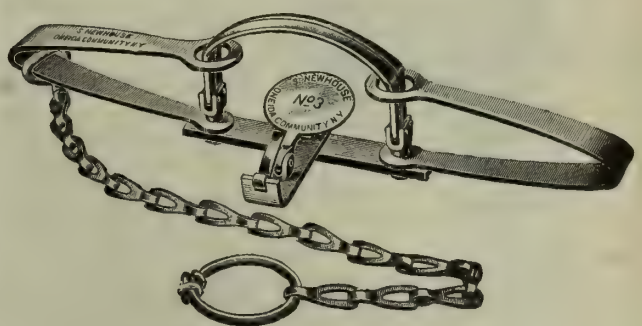
"Victor"—With and without chain.
Nos. 0, 1, 1½, Rat, Muskrat and Mink.



"Victor"—With and without chain.
Nos. 2, 3, Fox and Otter.



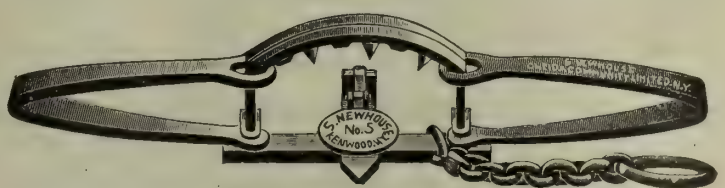
Hawley & Norton—With and without chain.
"Newhouse" " " "



Hawley & Norton—With and without chain.
"Newhouse" " " "



"Newhouse" Clamp for setting Bear Traps.



"Newhouse" Bear Traps.

For fuller information see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

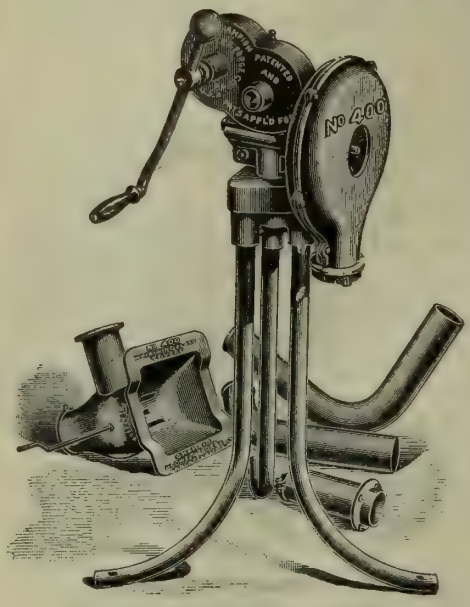
We Ship Promptly

Opposite Union Station

GRAHAM NAILS ARE THE BEST

Our Prices are Right

BLOWERS AND FORGES



No. 400 Blacksmith's Blower.

No. 400 CHAMPION BLOWER

This Blower has revolutionized the world in making hand blast.

The adjustable ball-bearings are made from the highest grade tool steel. The cup and cones are lathe turned, hardened as hard as glass and ground to the highest possible finish, made for right or left hand fires.

Fan, 12 inches diameter, with "Whirlwind" Blast, Anti-clinker Heavy Nest, Tuyere chore and pipe complete.

Weight 150-lbs.

No. 408 CHAMPION FORGE

This Forge is built of heavy steel plate and is supplied with the No. 400 "Whirlwind" Tuyere Chore.

It is a practical forge for government use, Bridge and Tank Builders, Boiler Work and General Blacksmiths.

Fan, 12 inches diameter. Weight 225-lbs.



No. 408 Champion Forge.

No. 2 BOILERMAKER'S LEVER FORGE

The Champion Boilermaker's Lever Forge is supplied with the Champion Standard Lever Motion used on over 400,000 Blowers and Forges.

The Champion Oscillating Journal Bearings of these Forges prevent twisting and binding of the bearings.

This Forge will produce blasts to weld iron 3 inches to 4 inches in 5 to 10 minutes. Supplied with Cast Iron Hearth 23 in. x 35 in. Height 30 in. Fan, 12½ in. Weight each 120-lbs.



No. 2 Boilermaker's Lever Forge.

No. 1 LEVER BLACKSMITH'S FORGE

This Forge is supplied with the Lever Motion, also has improved bearings, carrying enough oil to last six months. Cast Iron Hearth 32 in. x 45 in. Fan, 16 in. Height 30 in. Weight without tank 360-lbs., Weight with tank 375-lbs.



No. 1 Lever Blacksmith's Forge.

SEE OUR GENERAL CATALOGUE FOR MANY OTHER STYLES.

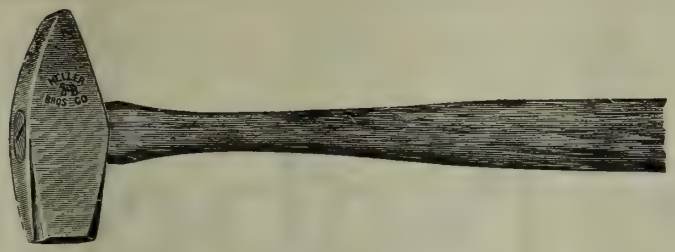
BLACKSMITHS' STOCKS AND DIES



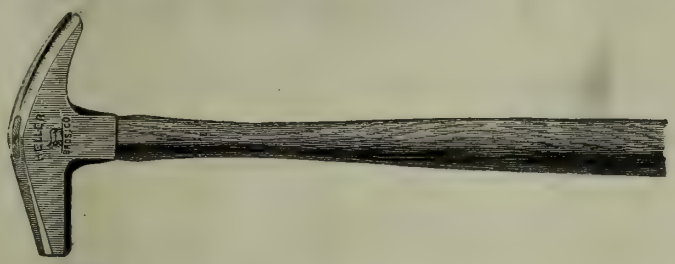
WE CARRY A LARGE ASSORTMENT OF STOCKS AND DIES.

FROTHINGHAM & WORKMAN, Ltd.

MONTREAL, - CANADA



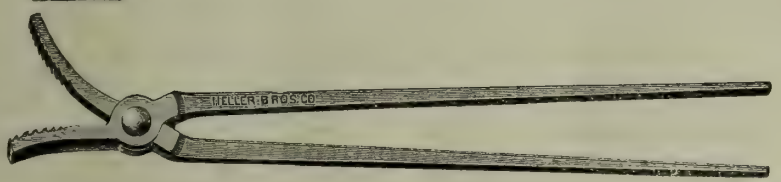
No. 63. Hand Hammer 2½ lbs.



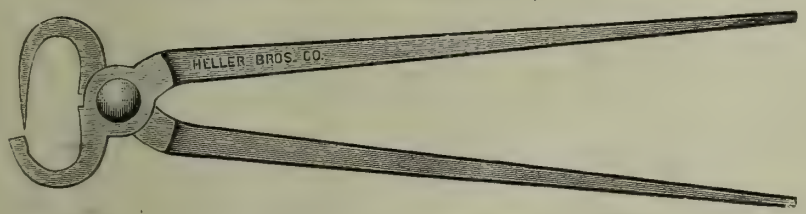
No. 64 Driving Hammer 11 to 20 oz.



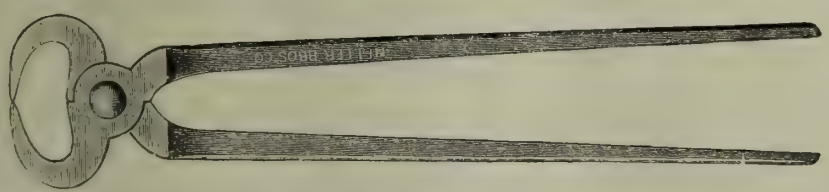
No. 61 Rounding Hammer 2½ lbs.



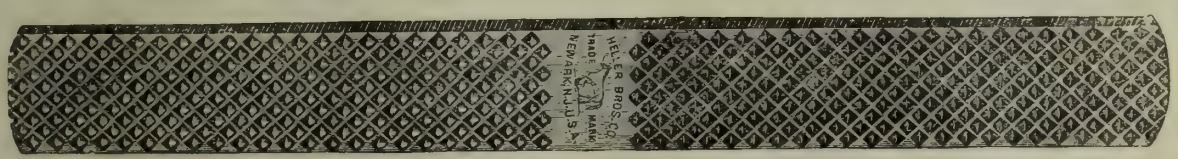
No. 26 Clinch Tongs 14 in.



No. 23 Hoof Parers 12 and 14 in.



No. 24 Cutting Nippers 10, 12, 14 in.



Horse Rasps Plain or Tang

You should aim to keep in stock only the best tools made for each particular trade to which you cater. Certain makers of tools make a closer study of the user's needs than others, and take greater care in the selection of materials, and inspection of workmanship.

Such is true of **Heller Bros.** blacksmiths' and farriers' tools. They have been known for many years to mechanics as the best tools of the kind to be had and the dealer has no difficulty in finding **ready sale** for them.

The lines illustrated are only a few of the **Heller Bros.** lines we stock.

Ask our travellers for their prices.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, **MONTREAL.** Warehouse at **WINNIPEG, MANITOBA.**
Showrooms, **TORONTO**, 77 York St. **OTTAWA**, Holbrook Chambers. **QUEBEC. FRASERVILLE.**

Fire Notice

We beg to notify our numerous customers and friends that the fire which visited our premises on the 12th inst. caused only slight damage in one of the lower flats and in our samplerooms.

We immediately cabled our factories in order to replenish our stock and will be able to supply the wants of our customers in a very short time.

Asking for forbearance of our esteemed patrons whose orders may be delayed for a few weeks, we would solicit a continuance of their favors.

E. F. WALTER & CO.,
LIMITED

168 McGill Street, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have ooked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

Everybody has heard of the
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers. Price, $5.00.
THE MANUFACTURERS LIST CO.
P.O. Box 334 Toronto.
Few copies left, retail trade only, $2-78.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLOTHES HOOKS

Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

CLIPPERS.



Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

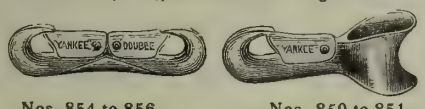
GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARNESS HARDWARE

COVERT MFG. CO., - TROY, N.Y.
Harness Straps—Rope Goods—Chains—Wagon Jacks.



Nos. 854 to 856 Nos. 850 to 851

HARDWARE SPECIALTIES

Our Ash Sifter Shovel should be in the hands of every hardware and stove dealer. It sifts ashes right inside furnace pit, throws cinders back into furnace, then same shovel takes up ashes. No ashes go through unless you shake; no dust if you keep shovel close to floor. For sale by all hardware and stove dealers. Manufactured by

THE COLLINS MFG. CO., TORONTO

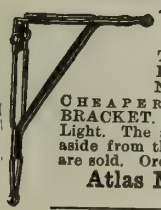
RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SPRAYERS.

"AUTO-SPRAY."
Compressed air—automatic. Best hand Sprayer in the market to-day.
Liberal terms to the Trade.
CAVERS BROS., GALT, ONT.
Sole agents for the Dominion,

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SHIP CHANDLERY

IMPROVED CARGO, GINS
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

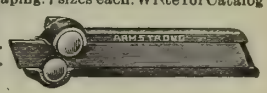
STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR



My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS - Proprietors

SOMETHING NEW AND A PRONOUNCED SUCCESS

THE "CROWN" SAD IRON HEATER

PATENT APPLIED FOR.



Made of heavy black iron and furnished with strong bail handle for convenience in use.

Can be used with equal Success on

GAS, OIL, COAL OR WOOD STOVES

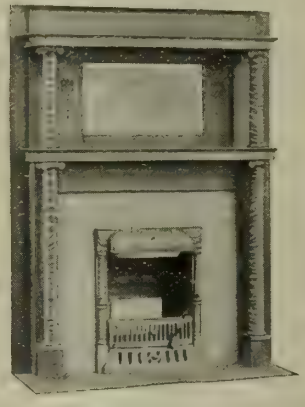
Holds a full set of Mrs. Pott's or Asbestos Sad Irons at one time It heats the irons quickly and holds the heat, thus making an immense saving in both time and fuel.

It keeps the irons always bright and clean and also forms a good receptacle to keep them in when not in use.

Our Travellers are now carrying samples and it will pay you to look into its merits.

RETAILS AT 50c. EACH.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg



Mantels and Grates

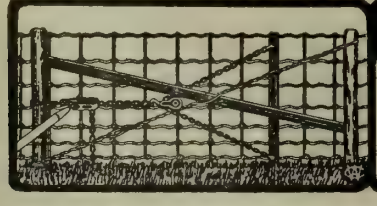
TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario





HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

TORONTO PLATE GLASS IMPORTING CO.

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

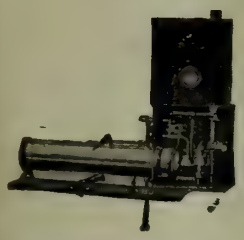
Works: Don Speedway, also Victoria St., - - - TORONTO

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesian supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

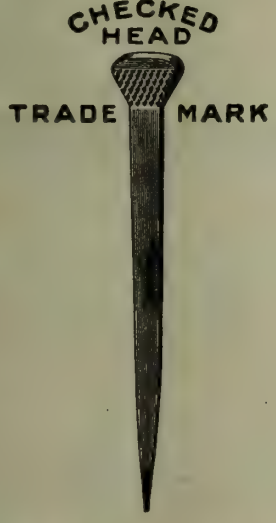
Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

WHEN ALL'S SAID AND DONE



"the proof of the pudding is in the eating."

CAPEWELL HORSE NAILS

will more than substantiate all we have said for them. Satisfied customers are what make a successful business, and we know that every horseshoer who has given Capewell nails a fair trial will come back again and again with good repeat orders.

Our business last year showed a large and very gratifying increase, and we thank you for the many orders received. It will be our constant endeavor to make the best goods and render entire satisfaction to all our customers, large and small. We pride ourselves on the quality of our goods and on the promptness of our shipments. SATISFACTION is our watchword for 1908 and for all years.

THE CAPEWELL HORSE NAIL CO.

WINNIPEG, TORONTO, VANCOUVER

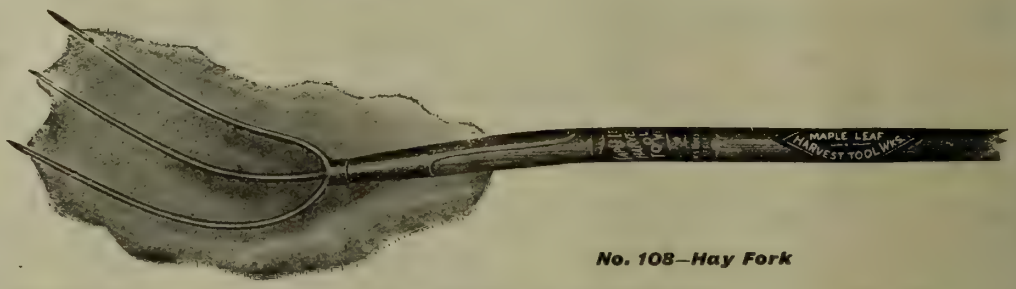
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.



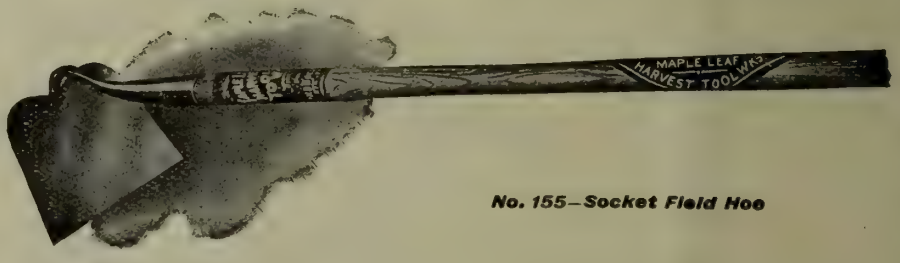
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** Toronto

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B.
J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
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BANNER COLD BLAST LANTERNS



Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

"THE NAME'S THE GUARANTEE"



The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

Messrs. Caverhill, Learmont & Co., - - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

Atkin's

Silver Steel Saws

Are just as good as they look to be



Finest material, Finest workmanship
Finest finish

MAKE FRIENDS AND MONEY FOR THE DEALER

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People,

Home Office and Factory, Indianapolis, Ind.

Canadian Factory and Office, Hamilton, Ont.

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

THE "BIG FOUR" ROUTE

to speeding and lasting profit is shown in this illustration.



THE

"General" and the "Shirreff"

self-sharpening, non-rustable steel knife Food Choppers, command a ready sale wherever shown. And every one sold means a first-class advertisement for the hardwareman who sells it.

WRITE FOR THE POINTS OF PROFIT!

Shirreff Mfg. Co., Ltd.

BROCKVILLE, ONT.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet

Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.



"Brantford" "Roofing"

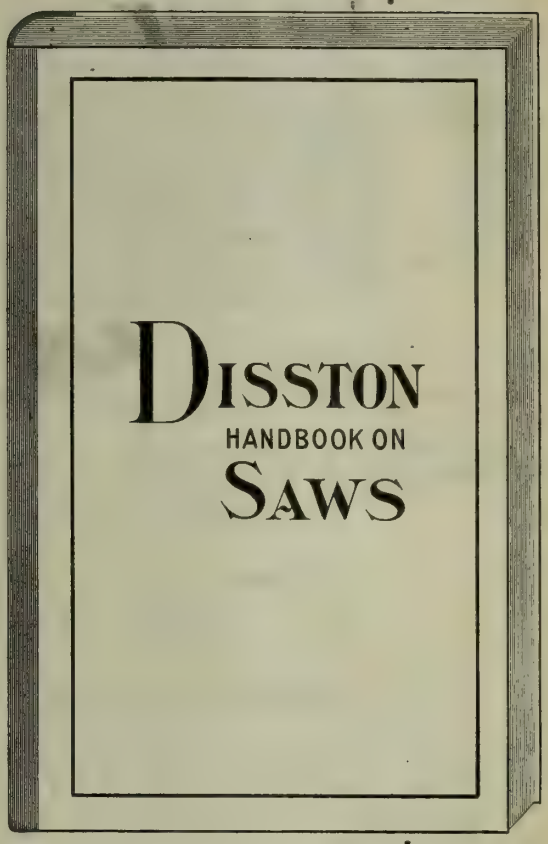
is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

Montreal Agent: Chas. A. Sullivan. Winnipeg Agent: Melott Cream Separator Company

Factory, head office and warehouses: Brantford, Canada

Brantford Roofing Co. Limited

Yours for the Asking



A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES,** giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.

HENRY DISSTON & SONS, Inc.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, PA.

CANADIAN WORKS:
112 Adelaide St. East, - TORONTO, CANADA

We are the Headquarters for

Canning Machinery

CANADIAN AGENTS FOR

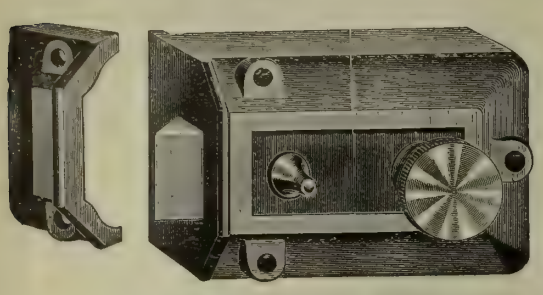
AYARS MACHINE CO.
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WEST & PEACHEY

We supply Complete Outfits for Canning Factories. **Correspondence solicited.**

The BROWN, BOGGS CO., Limited

Hamilton - Ontario

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

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SHARP AND QUICK

FOR ALL KINDS OF GRINDING

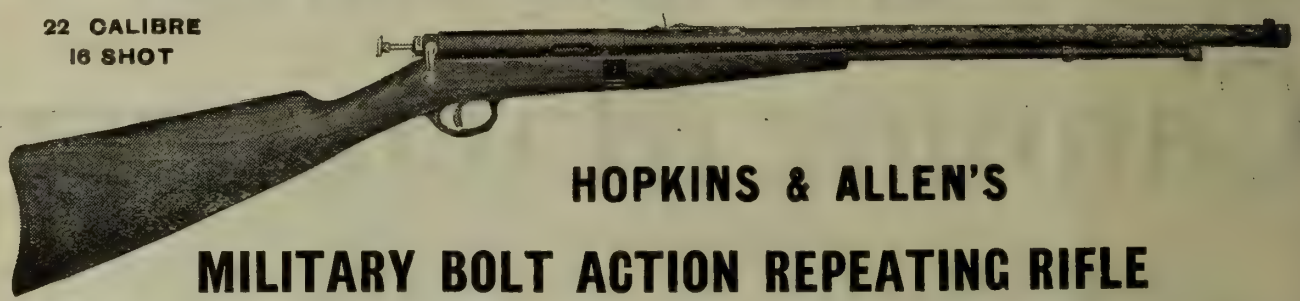
The Live Dealers carry NORTON WHEELS. ARE YOU A LIVE DEALER?

THE CANADIAN FAIRBANKS COMPANY, LTD.

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A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIREARMS JOBBERS.

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Shows Bolt Drawn Back—Position for Ejecting Shells.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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Toronto and Belleville Rolling Mills

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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
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We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

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Please mention above brands in your indents and inquiries.

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ANCHOR BRAND

GUELPH AXLE WORKS

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GUELPH, ONT.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Canada Iron Furnace Co., MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT. ST. JOHNS, QUE.

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CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had. $2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.



Steel Fishing Rods

FREE CUTS
CATALOGUES
CALENDARS
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SIGNS FOR DEALERS

We work with our dealers and for our dealers. "Bristol" Rods are backed by a strong advertising campaign in magazines, national weeklies, sporting journals and boys' publications which reach 25 million readers.

The season is on for the awakening of an immense demand for "Bristols."

Use the many advertising trade-makers which we supply and that demand will come to your store. The three-year guarantee tag attached to every "Bristol" makes the customer feel good and makes sales easy and quick for the dealer. Send in your orders for full stock immediately. You will need it.

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Manufacture every variety of

CORDAGE — PACKING

BINDER TWINE

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From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

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Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
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Mills: MONTREAL, QUE., and HALIFAX, N.S.

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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
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DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

IN ORDERING BE SURE AND SPECIFY FOR

BARBED WIRE

MADE IN

CANADA

Our Claim For

DOMINION WIRE MANUFACTURING CO'S

Barbed Wire

IS THAT IT IS EQUAL IN QUALITY TO THE BEST.

To ensure prompt deliveries in the spring, send in at an early date your specifications with shipping instructions and we will do the rest.

WHEN SENDING IN YOUR ORDER FOR BARBED WIRE DO NOT OVERLOOK THE NECESSARY QUANTITY OF STAPLES.



THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

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When a man asks for a pump he means he wants the best, and of course everyone knows that

McDougall Pumps Are Standard Pumps

Do not disappoint your customers, because a second-hand pump on your hands is about as good stock as a last year's bird's nest.

Remember, here it is Quality first, with price to suit.

A lot of reading matter for the asking.

The R. McDougall Co , Limited

CALT - CANADA

An Everlasting Fence

has not yet been discovered. But the nearest thing to it is.

The "Dillon" Hinge-Stay Field Fence

You can't bend the strand wires of the Dillon because weight first acts on the **Hinged Stays**, which bring the fence back to position the instant the weight is removed.



"THERE IS MONEY IN THE DILLON"

THE OWEN SOUND WIRE FENCE CO., Limited

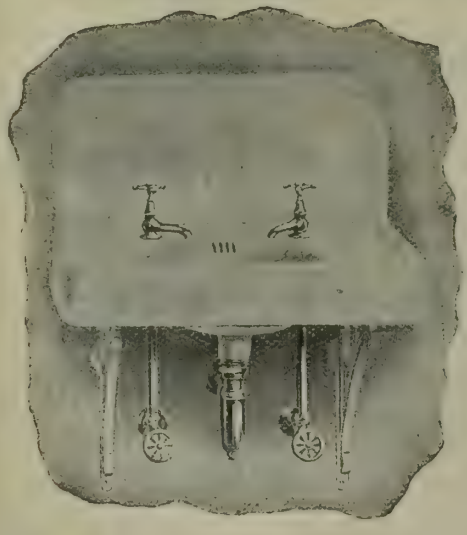
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Sold by { Messrs. Caverhill, Learmont & Co., Montreal
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Standard Ideal Porcelain Enameled Ware



Made in Canada this Ware is the equal of any foreign product of a like nature.

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A COMMON SENSE TALK

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

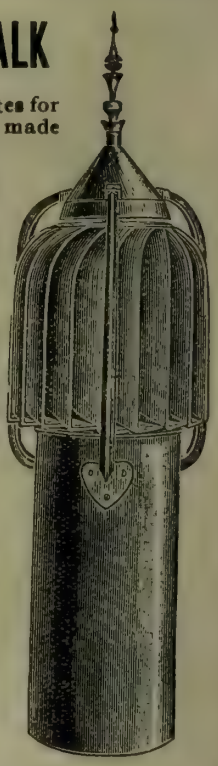
HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University,
Ottawa, May 30th, 1901.
Messrs. J. W. HARRIS Co., Limited, Montreal.
Dear Sirs:—Your "Aeolian" Ventilators placed on our University three years since have given us entire satisfaction. BROTHER NORMAND

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

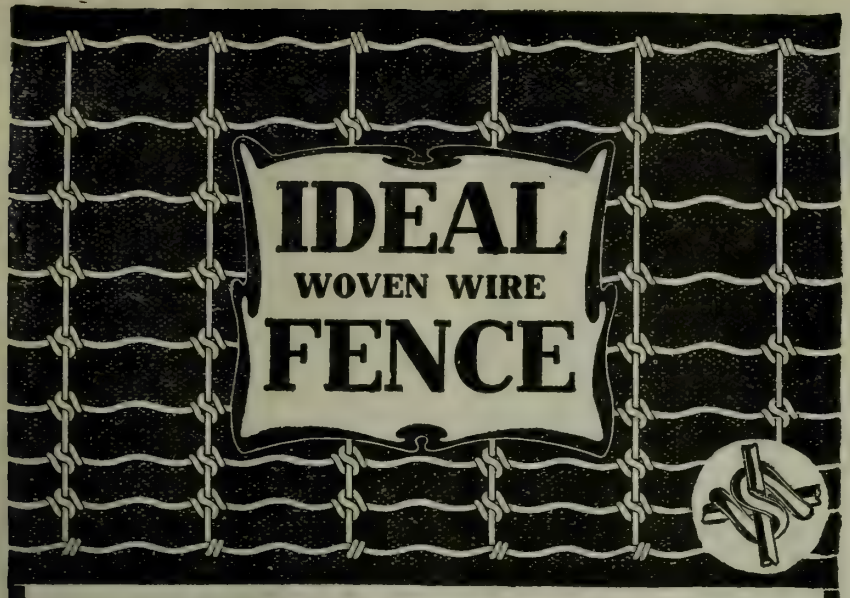
Learn about our system of ventilating. A pleasure to send books.



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Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

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Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment. 81

London Rolling Mills
London, Canada.



BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

BLACK EAGLE HATCHET

Claw Head



No. 20

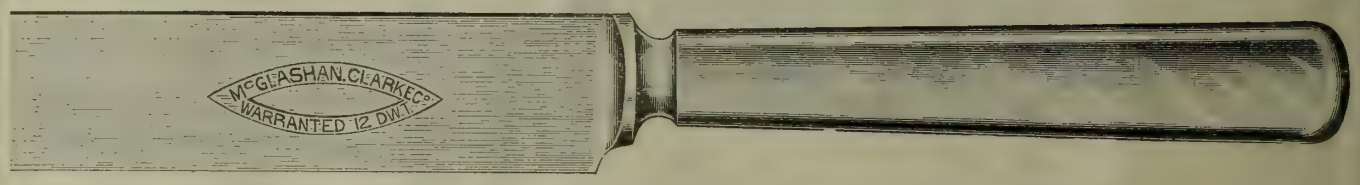
Hollow Steel Handle. Oil Tempered Blade.
Hardened Head. All Riveted Under Heavy Pressure.
Parts Absolutely Immovable.
Finish-Black Enamel-Polished Blade and Head.

A Blade that Keeps its Temper.
A Fine Cutting Edge.
A Handle that Does Not Shrink.
No Loose Head or Breaking of Handles.
For All Practical Purposes.
Up-to-Date and at Reasonable Price.
Fully Warranted.

Sole Agents and Manufacturers

CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO ONT.



A REALLY EXCELLENT FINISH

distinguishes all our Nickel Silverware, Plated Ware and Cutlery, which goes a long way in clinching sales. And you can truthfully tell your customers that the really excellent finish is only equalled by the genuine quality of the metal and the plating.

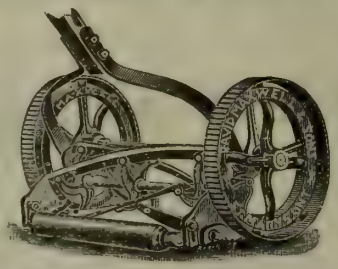
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THE McCLASHAN, CLARKE COMPANY, LIMITED,
NIAGARA FALLS, - CANADA

OUR AGENTS ARE: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que
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Of course you sell Lawn Mowers. Why not sell the best—the "Maxwell"? They are built for good long service—as well as quick, easy work. Noted for their strength, durability and finish. You have but to show the "Maxwell" to make profitable sales.



Right now is the time to get your spring stock in order. Let us send you a trial assortment of "Maxwell" Lawn Mowers, so you can see for yourself how good they are, and what steady sellers they will prove to be. Write us for prices.

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BONE CUTTERS ALL SIZES

Hand Machines Power Machines
Interchangeable Machines

There is a big demand during the winter months for these goods.

SEND AT ONCE FOR CATALOGUE AND PRICES

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, ONT.

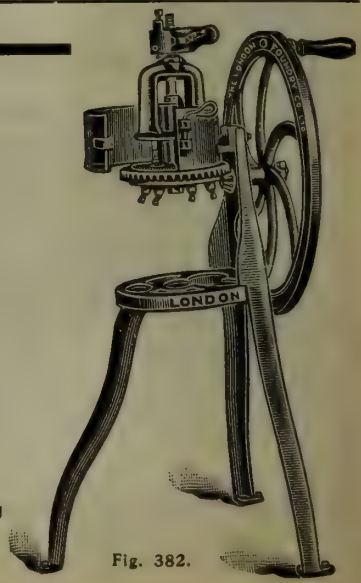


Fig. 382.

No Leaking

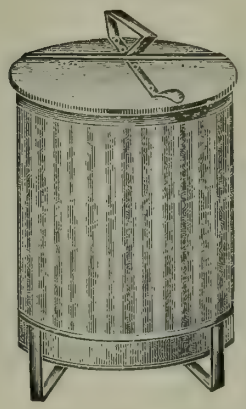
OIL WASTE CANS

For Factory or Foundry use. Self-closing covers, extra strong and strictly fire-proof.

Dim., ins..... 15x20½

See illustration "A"

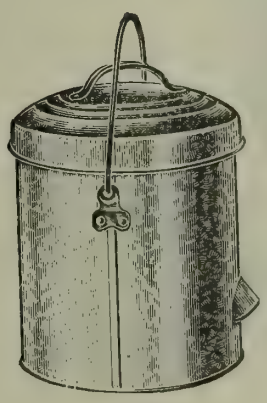
Extra Strong



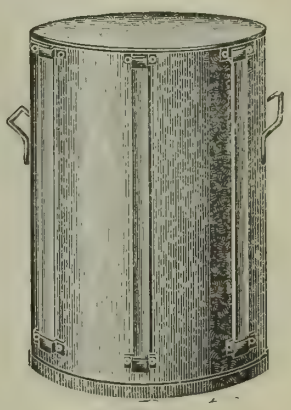
"A"



"D"



"C"



"E"

CORRUGATED ASH OR GARBAGE CANS

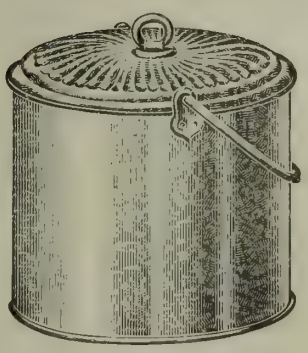
Galvanized

Nos.	1	2	3
Dim., ins...	15¼x26	17x26	18x25

Extra strong and Water-Tight.

Covers Not Supplied Unless Ordered.

See Illustration "D"



"B"

GARBAGE PAIL

Galvanized

No. - - 16 Dim., ins - - 12x12

See Illustration "B"

Well Galvanized

GARBAGE PAILS

Galvanized. "Slip-over" Covers.

	Bail Handles		Side Handles	
Nos.....	1	2	3	4
Dim., ins.	13¾x12	15x13½	17¼x15	20½x14½
Weights, lbs.	6	8	10	20½

Nestable. Packed in Nests of Four.

See illustration "C"

ASH BARRELS

	Galvanized.	Wood Braces.
Nos.....	10	20
Dim., ins.....	23x15¾	23x17½

Covers Not Supplied Unless Ordered.

See Illustration "E"

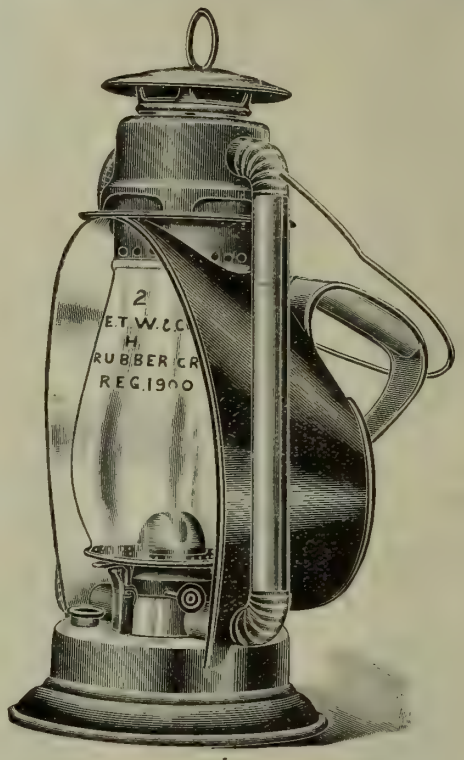
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LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN N.B., HAMILTON, CALGARY.

Wright's Car Inspectors' Lanterns

THE LATEST OUT—AND THE BEST

NEAT, DURABLE AND SIMPLE IN CONSTRUCTION



WILL NOT BLOW OUT IN THE STRONG ST WIND

BRILLIANT SILVERED GLASS REFLECTOR

We claim, that in this lantern, we have produced the IDEAL CAR INSPECTORS' LANTERN. The perfect design, and fine finish, make it superior to any Car Inspector's Lantern, which has hitherto been manufactured. We strongly recommend it to all the Railways, and to any of our friends who require Car Inspectors' Lanterns. Write us for circulars and prices.

MANUFACTURED BY

E. T. Wright & Co. HAMILTON, ONT.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

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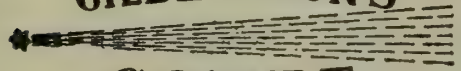
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MONTREAL TORONTO WINNIPEG

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COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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There is no **DULL SEASON**
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

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Our Battery includes:

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AMERICAN EXPORTER

Established 1877 and Conducted by Export Specialists

135 William Street, New York

BOSTON ***PHILADELPHIA*** ***CLEVELAND*** ***DETROIT*** ***CHICAGO***

The Howland Pump Oiler



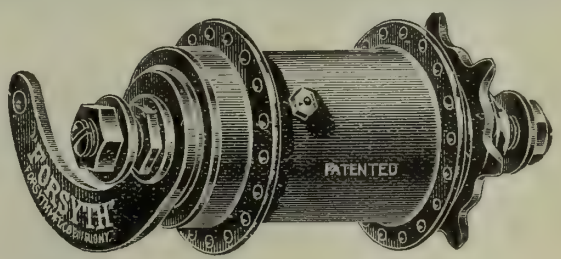
FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Ill.

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

FREE



GRATIS

SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.



A White Mop Wringer

is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

This Trade Mark



Ask for Catalog.

White Mop Wringer Co.
Fultonville, New York

Guarantees Satisfaction.

DRIVE WELL POINTS

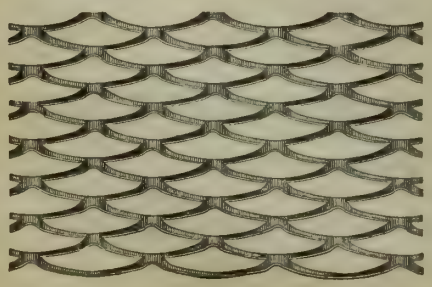


All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

"Galt" Expanded Steel Lath



Strong, Rigid, Flat, Economical, Uniform, Durable

See this Lath before buying elsewhere.
Once used, always used.
Samples and full particulars mailed free upon request.

The Galt Art Metal Co.
LIMITED - GALT, Ont.

or Dunn Bros., Winnipeg, Man. and Regina, Sask.

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

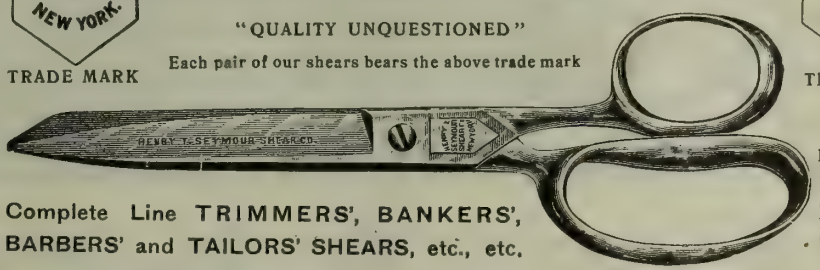
SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

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Latest Catalogue will by sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

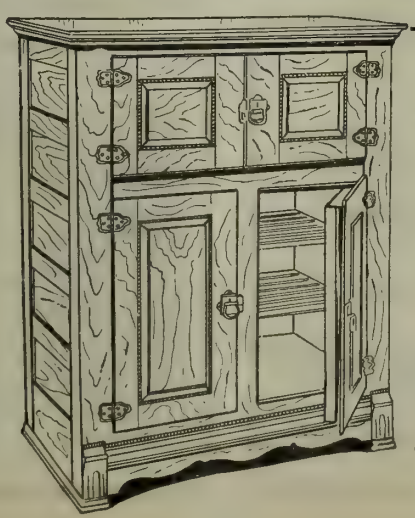
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Agents



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio



REFRIGERATORS

Sanderson-Harold high grade lines have an insulation of eight walls on all sides, top and bottom, and the scientific construction of these walls allows absolutely no loss of cold air and prevents warm air entering.

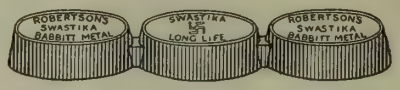
The circulation of air is so perfect that a wet cloth will dry more quickly in a Sanderson-Harold Refrigerator than in the open.

SANDERSON-HAROLD CO., Limited

PARIS, ONT.

Mannfacturers of Refrigerators, Screen Doors and Windows.

SWASTIKA

LONG  LIFE

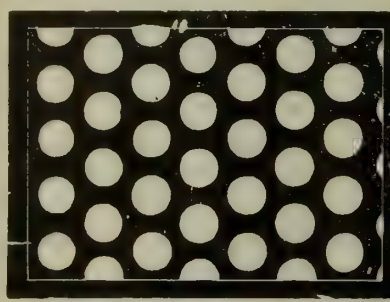
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Best Babbitt Value in the World.

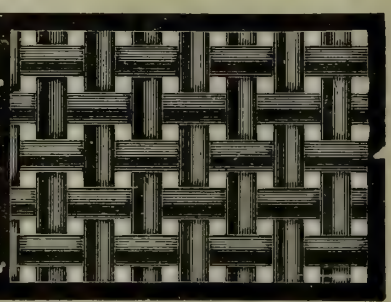
SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal



B. GREENING WIRE CO.
(LIMITED)
WIRE MANUFACTURERS
& METAL PERFORATORS
HAMILTON
& MONTREAL.



Perforated Sheet Metals in Brass, Copper, Steel, etc.

All sizes of perforations and thickness of Metals for Miners' use.

Grain Cleaning Machinery. Bee Keepers. Malt Kiln Floors, etc.

The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*



FITTINGS

are articles which can do your store a lot of good or a lot of harm according to their quality. It doesn't take a steamfitter long to find out what quality of fittings you are selling him. Make sure of the best trade by stocking

"Diamond" Brand Fittings

Perfect in material, in threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company

Montreal

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



8-oz. Can.

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

CAN WE HELP YOU ?



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case did not seem practicable to even the most progressive hardware men. If a man wanted to sell his busines he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Hardware Merchant in Canada

can take advantage of our "want ad." page. Ask yourself.

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but **you must take the first step.**

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates:

2c. per word first insertion.
1c. per word subsequent insertions.
Box Number, 5c. additional each insertion.

Hardware and Metal

MONTREAL **TORONTO** **WINNIPEG**

An Axe Axiom!

It stands to reason that if you sell a man a poor axe handle, which breaks the moment extra strain is put on it, that man will have a poor opinion of you and your store. It is equally evident that he will trade with someone else if that be possible. The inference is, that the more reliable the handles you handle the less chance there is of losing customers, and the more chance of gaining customers which the other fellow loses. The way to get and keep the trade is to stock

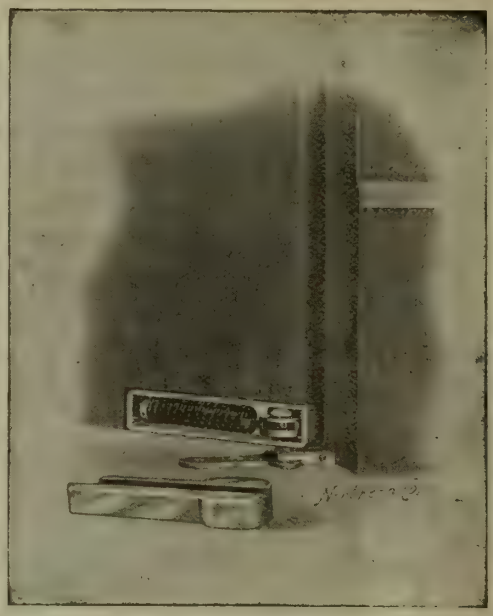
Still's Hickory
Axe Handles

Write for lists and discounts!

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

All Steel



"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

Patents allowed
Other Patents Pending.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

For Catalogue, prices, etc., Write

The Standard Mfg. Co.

SHELBY, OHIO., U.S.A.



J.M.T. Injector
Made in sizes ⅜ to 2 in.
All machines fully guaranteed.



EFFICIENCY AND DURABILITY
are essential features in a good Boiler Feeder.

OUR J.M.T. INJECTOR

contains these requirements and others too.

They work under the widest range of pressure. Lifting and forcing power equal to the highest limit possible with Injectors.

AUTOMATIC **HIGH-GRADE** **SIMPLE**

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. W.
TORONTO

YOU CAN'T GET HURT

by the bursting of a Hamilton Rifle, for the simple reason that a Hamilton Rifle can't burst. This is a point which it would be rash for you to claim for ordinary moderate priced rifles. Therefore the

HAMILTON RIFLE

is the rifle for you to sell

Only specially selected and tested rolled steel is used in Hamilton Rifles. And only skilled men put the parts together. It is the safest rifle to use, and the most profitable rifle to sell.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

Tinsmiths' Helper
and
Pattern Book
by H. K. Vosburg

This book treats the simpler problems in pattern cutting and gives a variety of tables and information constantly needed by the mechanic.

The three sections are devoted to

Diagrams and Patterns.
Epitome of Mensuration.
Tables, Rules and Recipes.

It is a very useful handbook for tinners and all workers in sheet metal.

120 pages, price $1.00 postpaid, 53 figures. (All orders payable in advance.)

MACLEAN PUBLISHING CO.
Technical Book Department
10 FRONT ST. EAST, - TORONTO

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

TRADE MARK KEYSTONE BRAND REGISTERED

If you handled

Keystone Brand Brushes

last year, no doubt you were pleased with yourself. If you did not,

Now is the Time to Start Right

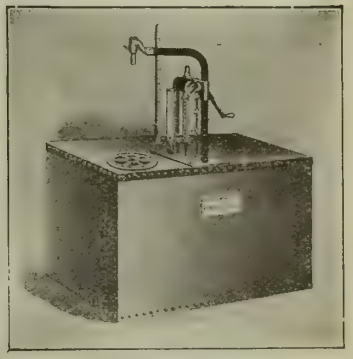
MANUFACTURED BY

Stevens-Hepner Co., Ltd.

Port Elgin, Ont., Can.

Do You Want Large Returns?

Every dollar you put into a Bowser Self-Measuring Oil Outfit will be returned to your own pocket many times over.



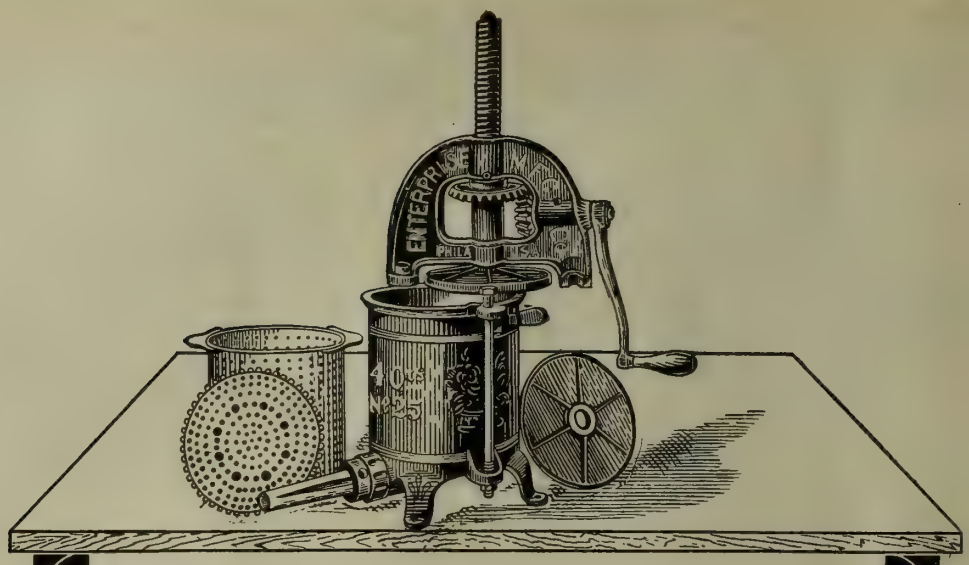
Cut 19 First Floor Tank for Kerosene

The reason is that the Bowser will save money by stopping all the usual losses from evaporation, waste and careless handling and this saving will amount to many times the cost price of a Bowser Tank. Can you afford to lose money continually when the Bowser will put a stop to it.

Our Catalog V describes our complete line and tells you the why and the wherefore. Write for it to day.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. **San Francisco, 438 Market St.**

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

THE WHITE LEAD ASSOCIATION OF CANADA — GUARANTEED PURE LEAD AND OIL

John Heyde
Accountant and Trustee,
Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF IT'S KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.
NEW BRITAIN., Conn., U.S.A.

Hardware Merchants

who undertake

Plumbing and Heating Contracts

cannot do better than subscribe for the

Plumber and Steamfitter of Canada

$1.00 per year—Samples Free

MacLean Publishing Co.,

MONTREAL, 10 Front St. E., TORONTO. WINNIPEG

WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The

Buffalo Manufacturing Co.

Buffalo, N.Y.



When you get our goods you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High Grade and exceedingly presentable

Represented by

H F. McINTOSH & CO.,
51 Yonge Street,
TORONTO - ONT

Write for Catalogue.

TRADE MARK
FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Sole Canadian Representative

W. J. GRANT,
Lindsay Bldg.
MONTREAL

TRADE MARK
FOR CUTLERY

Don't Wait For Your Profit and Loss Statement

No need to wait for your Profit and Loss Statement for 1907 to know that Dominion Ammunition is the one to stock for 1908.

First—It gives satisfaction.

Second—It gives you a decent margin.

Third—It is called for by nine out of ten purchasers—owing to our liberal advertising backed by good goods.

Fourth—It is made in Canada, by Canadians and for Canadians. We might have urged this point first but we would be the last to bring it forth unless good quality and good business were not back of it.

Your interest is to sell Dominion Ammunition, and thus to create more satisfied customers and to make larger profits.

If your jobber won't supply you, write us.



Dominion Cartridge Co., Limited

MONTREAL

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

List Price per doz.

No. 200 Finest Siemens-Martin Blued Steel, $16.00
Made in Pearl Ware only..... 40.00

Cas Lots.....½ Dozen.



HOTEL SIZE 13 x 19 x 10 inches

List Price per doz.

No. 400 Finest Siemens-Martin Blued Steel, $28.00

Case Lots.....¼ Dozen.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

What To Do Next Month

Some Practical Suggestions for the Hardwareman who has Completed Stock-taking and is Preparing for an Active Spring Trade.

Presuming that the arduous task of stock-taking is over, and every retail merchant is wise in attempting to get his inventory through by the end of the month, the procedure for February is clearly mapped out. The shelves are in order, the variouse lines assorted, the tail ends of stock conveniently placed for jobbing off, accounts in good shape, and everything clear for the year's operations. The merchant now knows where he stands, the dollars he has gained or lost, the lines which proved the most saleable, and the merits or demerits of his organization.

Start well by being assured that the clerical department of the store is as perfect and as complete, as it can possibly be. Perhaps your method of book-keeping could be improved, simplified or extended. A book added or taken away may mean all the difference between order and chaos in the working of the department. Do not be afraid to revolutionize entirely your method, if the inventory has shown that the book-keeping has been at fault. Start right away, and endeavor to improve it, for the merchant with a good system of accountancy holds a wonderful advantage over the man who is primitive in his methods. You may have in your mind a good scheme whereby a clearer and easier track can be kept of the selling and cost price of the goods, or of a neater and more comprehensive sales book, doing away with the confusion that may have occurred during the past year over certain sales. If so introduce the innovation at once. It is better to put a theory into use and find it wanting, than never attempt to improve your old methods. No system is so perfect that ingenuity cannot suggest an improvement.

* * *

Perhaps your plan of collecting accounts can be made more thorough. Debts may have been allowed to run on longer than they should have done in fairness to yourself. Probably you have made no sustained effort to get them in. It is well to remember that the bigger the cash trade done, the quicker the money of the firm is turned over, and the less amount of profit necessary. This applies to the same extent in the case of short and long credit. If no regular effort is made to close up accounts customers are led to believe that the bill can be settled at any old time. Trade is never lost by a polite, but at the same time, firm request for a settlement. The person who is offended by this intimation is a client whom one is best without, for he or she probably never intends to pay. The present scarcity of money must bring home to many the point that Hardware and Metal has been driving in for so long—the vital necessity of retail merchants adopting a rigid system of account collecting, if a purely cash trade cannot be worked up.

* * *

The coming month is a good time to effect improvements in the store. Space may be gained by the shifting of a counter, or by the more effective disposition of a show case. The smartening up of the silent salesmen, extra shelves, a few dollars spent on paint and paper, will all add to the appearance of the store. And let it not be forgotten that an attractive store is the best advertisement that can be secured.

* * *

Consider well the advertising that has been done. Has your money been spent in the most effective way? Have you carefully watched and weighed up the results attending the issue of your circulars, or your ads. in the local papers, or whatever advertising plan you may have adopted? If so, then your course is clear. Effective advertising is a sure way to success, ineffective advertising is money thrown completely away. If you have compared the returns from one plan of advertising with those from another; in fact, if you have studied the profit and loss of your publicity attempts as you would any line of goods in your establishment, then go right ahead on the course clearly set out before you. If there has been no such method in your advertising in the past, keep careful track in the future, for by such methods alone can the full measure of profit be gotten out of advertising. It may be, on the other hand, that you do not advertise at all. If so, commence at once and notice the difference that will result in the trade of your store.

Then comes the vital question of buying. The inventory has told the lines which have sold, and those which have hung fire. The experience of the past year has added to your knowledge as to the needs of the district. You are better equipped now in this respect than you were at the same time last year. Buy rightly, and more than half the battle is won. There are two important points to be considered—what to stock and the quantity. The second is usually the greater stumbling block. There is nothing more important than that you should not overstock yourself. Remember that in carrying a three months' supply, when a six weeks' one will suffice until a fresh consignment can be obtained from the jobber, you have tied up that amount of capital represented by the excess. You have lost the interest on the money and denied yourself other goods which could have been bought. This is a very important point, and one that is more often overlooked by the merchant than probably any other and yet it is just as essential as keeping down expenses, buying the best selling lines, and looking after collections.

* * *

Travelers will soon be calling round, probably some have already made their appearance. So make up your mind as to what you intend to order, and be careful in specifying as to the delivery. Different districts have different demands, and it is not possible to lay down any hard and fast selections of articles that will suit all merchants. Generally speaking, however, among the lines best suited for first spring delivery are fly netting, poultry netting, refrigerators, garden tools, wheelbarrows, rubber hose, stepladders, paint and varnishes, builders' hardware, wringers and washers. These are all good articles to carry and no dealer can go far wrong in, at any rate, basing his orders upon them.

HARDWAREMEN AT HOCKEY.

A fast and exciting game of hockey was played Thursday evening, 17th inst., at Montreal, between teams representing A. C. Leslie & Co., Limited, and Frothingham & Workman, Limited, the former winning by the close score of 2 to 1. The match was particularly clean, although strenuously contested, and it was only the steady defence of the "Queen's Head" team that kept Frothingham's fast forwards out.

This is the third of a series of games between the large hardware houses; Drummond, McCall & Co. having defeated Frothingham & Workman by a score of 4 to 1, and Frothingham having defeated Starke-Seybold & Co. team 3-2. The matches are exciting considerable interest amongst the trade generally, as was evinced by the large turnout at the match between Frothingham and Starke.

It is extremely gratifying to note the spirit of friendliness which exists among the different teams, and it is hoped that this will long continue.

The teams and officials were as follows:

A. C. Leslie & Co., Limited—Goal, Macnish; point, Foster; cover-point, Peard; rover, McCuaig; centre, Patterson; left wing, Copland; right wing, Finnie.

Frothingham & Workman—Goal, Fortin; point, Asselin; cover-point, McCoy; rover, St. Germain; centre, Fairfield; left wing, Brown; right wing, Walker.

Referee—Art. Brophy, Drummond, McCall & Co.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

THIS IS PRACTICAL TALK.

Writing regarding the coming convention of the Ontario Association, Frank Taylor, of Carleton Place, argues strongly in favor of as many delegates staying at one hotel as possible and also emphasizes the importance of the "Question Box" feature. He writes:

"It is certainly very important in my estimation that the delegates should all quarter at the one hotel as there is very much more information gathered from a dinner or supper table than any other way.

"There is not one delegate that comes to this convention that goes there out of sentiment. He comes here to learn so that he may be more proficient in his own business at home. This is one part of the last convention which the writer does not think received nearly sufficient attention, in other words, the question box was not opened until within two and a half or three hours of the closing of the convention and in most cases only one speaker was allowed to one subject. I think every question at the last question box should have been torn to pieces until it had not a leg to stand on and in that way a great deal of information would have been brought out. If you remember one subject that was very freely discussed was re the storing of gasolene, turpentine, etc., and very many there listened with great attention and learned considerable therefrom but not a subject brought out of that box but that every delegate present could have spoken on if he had wished to or if he had got the privilege.

"What we want at the next convention is to get some way of drawing more people into the discussion to get members to give more of their experiences along hardware lines, also to get them to ask questions and more experienced ones to answer them along particularly hardware lines.

"One thing that should appear in each issue of Hardware and Metal until after the convention is to urge the delegates to come to the convention at the hour appointed and come out each time. Last year half an hour was lost at every appointment through not over 50 per cent. of the delegates returning to the convention on time, making a total loss of equal to 25 per cent. of the total time at the convention.

"The writer personally is of the opinion that this convention should continue several days and is satisfied it would be about the most profitable time a dealer could spend to put in the best part of a week rubbing shoulders with his brother dealer.

"I hope that some arrangement, however, will be arrived at whereby all the delegates will be at one hotel excepting those who have friends in the city who cannot be expected to stay at the hotel."

NEXT MONTH'S CONVENTION.

Arrangements are nearing completion for the third annual convention of the Ontario Retail Hardware Association. The dates are definitely chosen for Wednesday and Thursday, Feb. 12 and 13, and the meetings will be held in a large hall in the Palmer House building, corner of York and King Streets. The Palmer House will be convention headquarters, a special rate of $2 per day being quoted to delegates, who should reserve accommodations as early as possible.

Single fare rates will be obtainable on all railways coming on Feb. 11 or 12, and returning up to Saturday, Feb. 15. No certificates are required, these rates being in force owing to the Ontario Horse Breeders' Annual Exhibition being held Feb. 12-14 at the St. Lawrence Arena, Toronto. Another big event in Toronto that week will be the series of concerts given by the Mendelssohn Choir in Massey Music Hall, Feb. 10. 11, 12 and 15.

In addition to these attractions some of the manufacturers and jobbers located in Toronto are preparing to make exhibits and throw their sample rooms open to visitors. One stove manufacturer from an outside point, is also preparing an exhibit to be located in the hotel lobby.

The convention gatherings are also expected to be more than usually attractive, the success of the "Question Box" feature last year ensuring that not a minute will be wasted at the meetings. The social features also will be such as to live in the memory of all who attend, some surprises being prepared in this direction.

Break away from business the second week in February and visit Toronto to rub shoulders and exchange ideas with your fellow hardwaremen from all parts of Ontario and you are pretty sure to go home satisfied with yourself and better prepared to push for trade during the coming year.

VALUE OF ASSOCIATION MEMBERSHIP.

"How many retail hardwaremen do you know intimately?" a former hardware merchant was asked. "Scarcely one," was his answer.

This man spent 27 years behind the counter as clerk, partner and sole proprietor of a flourishing hardware business, and sold his business before the Retail Hardware Association was organized. A few days before the last annual convention he expressed a desire to attend, but after thinking it over and remembering that he would be a comparative stranger there decided not to go.

What would 27 years in business mean now to an association member? It would mean one friend or more in practically every city and village in the province. To think that it would be almost impossible to strike a community but that you would have a cordial handshake coming and a friendly desire to serve you by a friend, carries a net value greater than selling tacks at 5 cents a paper.

No class of men can listen to and appreciate hardware talk and stories like hardwaremen, and there is a wealth of mutual good fellowship and pleasure when they get together. Joining the association is a short cut to large profits in the field of pleasure and happiness.

THE QUESTION BOX.

This feature of the convention programme should prove unusually interesting and the members are invited to give it more than ordinary attention. Every delegate will be given an opportunity to express his opinion on any of the important matters which will be brought before the meeting under the above heading. Arrangements will be made to have a box placed in some conspicuous position in the convention hall and members are requested to write out any questions which they would like to have discussed and place them in this box. Your experience in dealing with various evils may have been different from that of many other members. For that reason everybody is requested to give this question box considerable thought, prior to the meetings and then express himself fully on the various subjects which come up.

THE ANNUAL INVENTORY.

Last winter business was a little quiet in January, writes a hardware merchant in the Iron Age, and I decided to keep all hands busy, so we started in on our inventory. It was the first we had taken since I began business ten years before. We made a thorough job, and I gave it my personal attention. It took some time, nearly three weeks, to get everything down on paper and properly priced. I found four conditions which were somewhat unexpected: 1. We were carrying a much larger stock than I thought we had. 2. We actually had some goods in stock that I thought we were out of. 3. A large part of our stock was bought lower than the goods could be replaced for. 4. Many articles

were in stock without any cost or selling mark on them.

This brought four resolutions, as follows: 1. To take account of stock every year. 2. To mark every article when received with both its cost and selling price. 3. To buy more carefully and in smaller quantities. 4. To reduce my stock.

Immediately after inventory we instituted a bargain sale and worked off quite a lot of old stock. I also increased my insurance. The effects of my first inventory have been gratifying. To-day I have more money in the bank than ever before, and have been able lately to take advantage of all cash discounts. By paying my bills promptly I find that my credit is better and I am actually getting concessions which before I never had.

The results as obtained by this merchant can be secured by another. The reason that all hardware dealers do not take an annual inventory is simply shiftlessness. A man may say, "What is the use of going to all that trouble? The goods are in stock, and counting or weighing won't sell them. Better put the same energy in trying to make sales." The merchant who don't inventory his stock is generally the last one to put forth extra energy in selling it.

Best Time to Take Stock.

The time to take inventory is when business is dull. If this is in January take stock in January; if in July take it then. Some large hardware dealers take stock twice a year, but for the average retailer once a year will be found sufficient.

Divide the store force into working teams of two. Let one man count and call off and the other write down the items as called. Inventory sheets should not be copied, but bound, after being extended and footed, into a loose leaf binder, thus giving a complete original copy of the inventory. In this way errors in transcribing are avoided. Loose sheets have a decided advantage over a book, as a number of teams can be working at the same time, and the whole stock can thus be taken much more rapidly.

The inventory to be of value must be accurate. Do not estimate the weights or the quantities. Do not guess at the cost. Take all goods at the price for which they can be bought. If prices are lower put down your cost; if higher mark your cost up. If there are some articles in your stock that are out of date put your cost down, so that the goods can be sold. On some classes of heavy hardware the freight must be figured as part of the cost and should be reckoned in the inventory.

NOVEL BUSINESS BRINGING PLAN.

The Preston Progress gives the following interesting account of a novel and effective plan adopted by James G. Lorriman, advertising manager of the Metal Shingle and Siding Co., Preston, to get in touch with probable customers:

"About the middle of December the company inserted advertisements in the leading farm journals, offering prizes to people sending in lists of intending builders. Cash prizes were offered for the three largest lists, while to everyone sending in five names or over, a useful present was promised.

"The contest closed this week and was most successful in every way. Four hundred and one lists were submitted in all, representing every section of the country from Halifax to Vancouver. The total number of names obtained from these lists was 6,075, which seems to show that building activity will not be curtailed during the coming season. At any rate the Canadian farmers appear to have plenty of money as the great majority of these names were of farmers who intended building barns, implement sheds or other outbuildings.

"The winner of the contest was W. B. Anna Burgore, of St. Isadore de Prescott, Ont., who submitted 326 names. J. W. A. Stuart, of Dalmeny, Ont., was second, with 253 names, and Chas. J. McGuire, of Allumette Island, Quebec, captured the third prize, with 234 names. The next highest submitted 100 names, but the majority of the contestants had only from seven to twenty names. Fifteen neglected to sign their own names at all.

"The office staff is now busy getting out circular letters to all the intending builders mentioned in these lists, and favorable replies have already begun to come in. From present appearances, it will not be long before the factory is as busy as ever."

TORONTO BOARD OF TRADE.

The nominations of the Toronto Board of Trade last week resulted in the election of the majority of the officers by acclamation.

L. H. Clark, general manager of the Canada Malting Co., was elected president without opposition; J. P. Watson, First Vice-President; Henry Brock, Second Vice-President, and John F. Ellis, Treasurer, were also elected by acclamation.

CATALOGUES.

Mistake in Catalogue.

D. F. Jones Manufacturing Co., Gananoque, have asked us to correct a mistake which appears on pages 12 and 13 of their new catalogue. The prices of spades and shovels shown on these pages are wrong and should read 50c per dozen lower than they do. The new catalogue of the above company will be sent to hardware merchants on mentioning this paper.

Dana Company's Greeting.

One of the cleverest advertising circulars we have seen is that recently sent out by The Dana Manufacturing Co., of Cincinnati.

It is in the form of a hanger, about nine inches wide and a little over a yard long. Tinned at the top with eyelet to hang. A small mailing tube at the bottom gives it weight to hang taut, and makes it carry well through the mails.

A short optimistic talk about the new year, strengthened by the statement that they are going to spend just twice the money this year advertising Dana Peerless Freezers, Dana Food Choppers and Dana Mop Wringers, inspires confidence. Good half-tone cuts show their full line.

It is so attractively gotten up that it is almost sure to be hung up and kept.

New Catalogue on Saws.

Henry Disston & Sons, Philadelphia, have issued a newly revised catalogue on the manufacture of their make of saws. The book is carefully compiled and contains much information and a large number of cuts which would be of general interest to hardware merchants. hardware merchants. The above company's Canadian address is 112 Adelaide St. east, Toronto, and the book will be forwarded free by mentioning this paper.

U. S. IRON AND METAL TRADES.

New York, Jan. 23.—The Iron Age says: The question uppermost in the minds of furnacemen and steel makers alike is that of the prices for lake ores for the coming season, and it is possible that it may be settled at an early date. It is realized that these prices lie at the base of the whole structure. The interests are conflicting among producers and among consumers and are influenced by geographical considerations, too. There is a strong feeling in favor of maintaining prices, in the face of the fact that a good deal of ore will be carried over, and that many furnace companies cannot meet even present selling figures of pig iron and escape a heavy loss.

While the majority of sellers of pig iron are adhering to recently established prices, there is a sufficient number of producers in each of the principal districts who are willing to accept prices $1 to $1.50 per ton less to establish the market. It is not quite clear whether the tonnage taken by these is and will continue to be large enough to cause a diversion of business to those who are holding out for higher prices.

The fact has now come out that a considerably larger tonnage of foundry and forge iron has been placed since the beginning of the year than the trade generally realized, and that quite a good deal of it was marketed at a low level.

The output of the furnaces and mills is increasing somewhat, but it is difficult to express the improvement numerically. It is estimated that operations are close to 50 per cent. of full capacity, with the prospect of gradual betterment.

The policy of reaffirming prices seems to have been justified by the events in the case of wire products and of hoops and bands. The former, it is true, are entering the spring buying period, but it is a fact that the bookings are more than normal, even when taking that into consideration.

Makers of bolts and nuts are putting pressure upon the steel bar manufacturers in order to induce them to meet the competition of makers who use iron bars, now so much cheaper than steel bars. On the other hand, the manufacturers of agricultural implements urge that prices on steel bars be maintained in the interest of stability of values on their own products.



SIZE 4½ x 2¾ INCHES
HOLD-BACK
No. 5 Royal Bronze.

Spring Hinges

Made in Canada

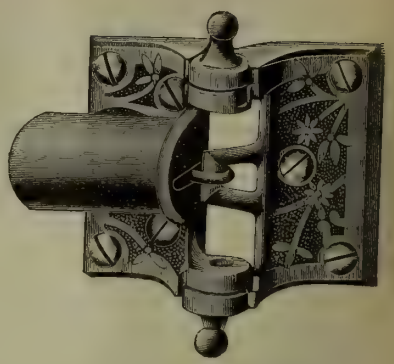
All Our

SPRINGS

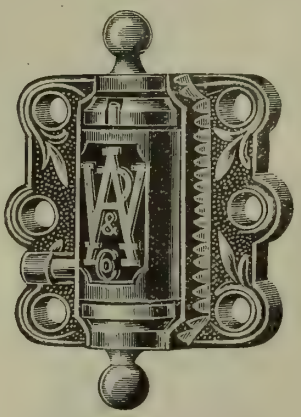
are made from

CRUCIBLE STEEL WIRE

Oil Tempered and will not straighten out or fail to act.



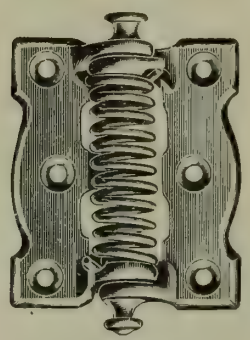
SIZE 3½ x 3½ INCHES
HOLD-BACK.
No. 10 Japanned.



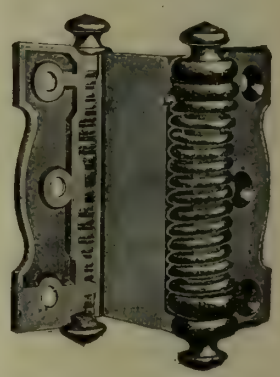
SIZE 4½ x 3 INCHES
HOLD-BACK
No. 20 Japanned.
No. 120 Antique Copper.
No. 220 Bronze Plated.
No. 320 Dull Brass Plated.



OFF-SET FOR ⅞ in. THICK DOORS.
HOLD-BACK.
No. 192 Japanned.



SIZE 3¾ x 2½ INCHES.
SINGLE ACTING
No. 51 Japanned.
No. 151 Antique Copper.
No. 251 Bronze Plated
No. 351 Dull Brass Plated.



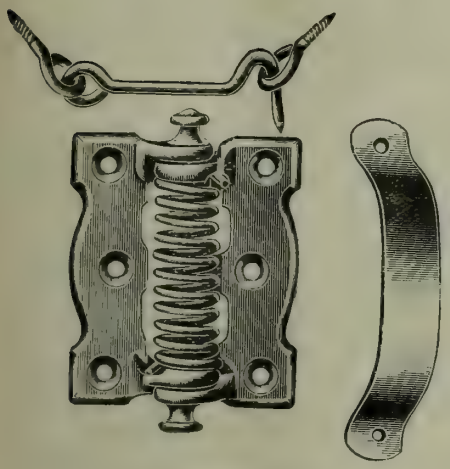
Size of Centre Plate inside 2⅞ x 1⅛ inches.
DOUBLE ACTING.
No. 50 Japanned.

Remember your customers will hold you responsible for the quality of goods you sell.

TAYLOR-FORBES

MONTREAL BRANCH, 122 Craig St. West.
Head Office and Works, GUELPH, ONT.

Screen Door Sets

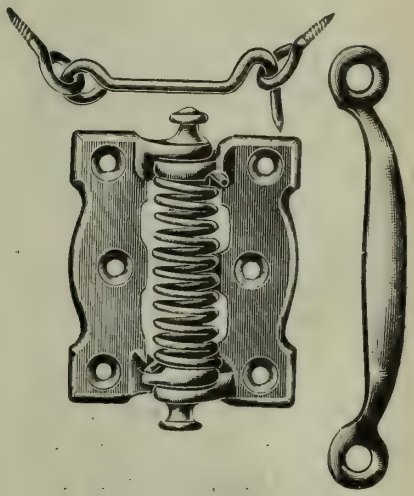


No. 2250 Japanned.

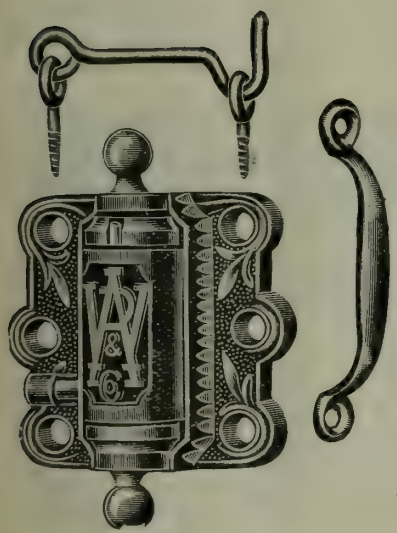
All kinds are packed one set in a box with screws to match

Castings are heavy.

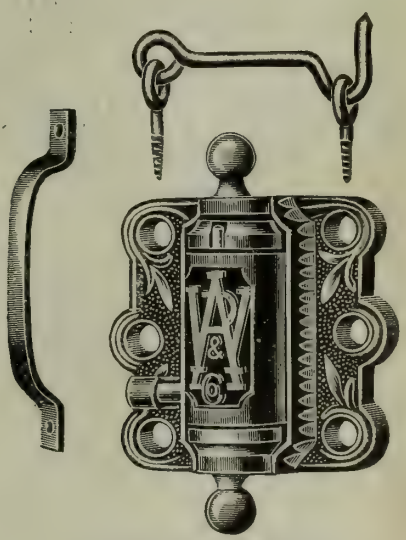
Finish cannot be excelled.



No. 2260 Antique Copper.



No. 2255 Japanned.



No. 2265 Antique Copper.
No. 2275 Bronze Plated.
No. 2285 Dull Brass Plated.

It will pay you to handle only goods made by reputable manufacturers who are well known to you.

COMPANY, Limited

Agencies—H. G. ROGERS, St. John, N.B.
W. A. MACLENNAN, Vancouver, B.C.

Window and Interior Display

Prizes awarded to Window Trimmers in Halifax, N.S., Brandon, Man., and Almonte, Ont., for good work done in our Christmas Competi ions—Announcement of Advertising Competition to be made later.

Holiday Display Prize Winners.

The judges who tackled the job of selecting the prize winners in our Christmas window dressing competition had a difficult job to tackle, and before making their decision found it necessary to call in the services of several of the best hardware window display artists in the Toronto stores.

The first consideration the judges had to keep in mind was the drawing power of the display. How many people would the window attract to the store and how large would be the sales made as a direct result of the display. The goods in the window were, of course, to be such as would be ordinarily sold in a hardware store furing the holiday season.

An effort was also made to give the window trimmers in the smaller towns and cities an equal chance with their competitors in the larger centres where opportunities are greater for preparing attractive displays, the prizes being divided into two departments. The results were satisfactory, as it was found that the greatest interest was manifested by the hardware clerks in the smaller places.

Halifax Man Wins Prize.

In the cities over 25,000, only two entries were made, both being creditable productions. After much deliberation the prize was awarded to S. S. Wetmore, whose work with A. M. Bell & Co., Halifax, N. S., in recent years has given him an international reputation. Technically his display was not a display of hardware goods. It was a special selling window designed to draw people to the store, and the following extract from Mr. Wetmore's letter shows that it accomplished this in a most satisfactory manner: "Should your competition be for hardware only I suppose you would hardly consider my display in keeping with your conditions, and yet my effort is largely the means of selling not only skates, sleighs and sporting goods, but has brought thousands of customers to the store and has indirectly made many sales. Our street (Grenville) is far behind Barrington St. as an attractive street, consequently we must do something special to draw the shoppers, and I am justified in saying that we have done so as from the time I raised the blind on this display we found it necessary to have a policeman stationed at the door to prevent the crowd from completely blocking the sidewalk."

The display that gave Mr. Wetmore's so close a run for first prize was a splendid arrangement of cutlery and silverware made by Stanley Mills & Co., Hamilton, Ont., and both photos w ll be reproduced in the special spring number of Hardware and Metal to be published on March 28.

An equally puzzling problem confronted the judges in selecting the best out of the bunch sent in by the window trimmers in the smaller cities and towns. Finally the choice was narrowed down to photos of windows in the stores of Johnson & Co., Brandon, Man. (sent by Walter Bate), and Torrance & Kaufman, Almonte, Ont. (sent by Roy Gilmour). Mr. Knight, of Rice Lewis & Son, favored the former, while Messrs. McLaughlin & Vandecar, of the Russill Hardware Company, inclined to the latter. The Brandon window was weak in not having the goods price marked, while the Almonte display could be criticized because much time had been spent in preparing the structure and background and too little effort made to arrange the goods to advantage in the bottom. Finally, it was decided to award the prize to Mr. Bate, giving a special second prize to Mr. Gilmour. Both displays will be reproduced in the spring special on March 28.

Other Commendable Displays.

Amongst the remaining photos submitted were two containing particular merit, the work of H. J. Marshall, with Geo. W. Ecclestone, Bracebridge, Ont., and L. H. Fleischauer, with the Peter Hymmen Co., Berlin, Ont. The former was weak in being a mixture of holiday and staple goods, and the latter, while probably the most beautiful window of all, lacked in selling value and was barred out because it was made beautiful by the too elaborate use of ferns, holly, etc., which could not be considered as hardware goods. Frank O'Neil, with Marks, Clavet & Dobie, Port Arthur; A. R. Auger, with C. F. Comer, Calgary, and R. W. Craigie, with C. C. Lee, Goderich, also forwarded creditable samples of their work, which will be published next fall as suggestions for trims next holiday season.

Other photos received from L. T. Watson, with Wm. Chalmers, Deloraine, Man.; Linton & Hall, Calgary, and W. H. Richardson, Essex, Ont., could not be considered on account of the photos being poor or being received too late.

Advertising Contest Later.

On account of the illness, of W. F. Ralph, advertising specialist, with the MacLean Publishing Company, Toronto, it is impossible to announce this week the results of our Christmas advertising competition. The awards, however, will be announced as soon as possible. The number of entries were very large, while the selling plans contest had to be called off on account of a dearth of interest taken in this department.

A NEW STORE FRONT.

The explosion of 500 pounds of dynamite in a railway car at Essex, Ont., a few months ago shattered thousands of panes of glass and wrecked many store fronts, among these being those of the hardware and furniture stores of W. H. Richardson. The accompanying illustration shows the new front put in the two stores, the explosion having completely shattered the former windows and made it a comparatively easy matter to remove the partition, making a single entrance in the centre and allowing room for two show windows, sixteen feet in length by eight feet in depth.



Part of the New Store Front of Richardson's Store at Essex, Ont.

General opinion seems to favor turning over to the town of Essex the greater portion of the twenty-five thousand dollar fine imposed upon the Michigan Central Railway by Justice Riddell, as compensation for the depreciation in property-value suffered by the corporation.

E. Garvin, who for the last three years has been in the employ of J. F. Dandy, Pierson, Man., has taken a position with W. Hopkins, hardware merchant, Saskatoon, Sask.

HARDWARE TRADE GOSSIP

Ontario.

G. T. Smith, Lewis Bros., Montreal, was in the city this week.

Arthur T. Pennington, hardware merchant, Port Arthur, has sold his hardware business to Charles Brown.

The assets of the Wilcox Manufacturing Co., of Ontario, will be offered for sale by public auction on Jan. 30.

The Bond Hardware Co., Guelph, have issued a very neat schedule for the professional hockey league in Ontario.

O. Zeyd, manager of the Walker Steel Range Company, Grimsby, was bereaved last Saturday by the death of his wife.

John Kohler, Enterprise, has sold his store to Jacob Knechtel for $2,000. The hardware business will be conducted by the former proprietor who has been engaged as manager.

Chas. E. Santo, London Ont., has been appointed Canadian representative of the Wilcox Manufacturing Co., of Aurora; Seidel Manufacturing Co., of St. Louis, and the Minnesota Mining & Manufacturing Co., of Duluth.

The National Wire Fence Company, Merrickville, have decided to remove their interests to Prescott. The reasons given for the move is that Prescott offers a better point for getting in wire from United States, and the cost of transhipping will also be annulled by the move.

The Covert Manufacturing Company, Troy, N.Y., whose prize puzzle appeared in these columns some weeks ago, has been closed. The first and third prizes were won by Canadians, William Hemeyer, Breslau, Ont., taking first, and E. A. Whitten, Bracebridge, Ont., getting third. The Covert Co. intend conducting a second prize puzzle in February.

C. W. Burke, hardware merchant, Burk's Falls, who was forced into liquidation by his bankers, will continue his business. A meeting of creditors was held in Toronto last week, where it was clearly shown that there was a substantial surplus and that the business was on a paying basis. Mr. Burke has received time and will pay 100 cents on the dollar.

The death occurred at Godrich, Ont., this week of one of Ontario's oldest hardware merchants, when R. W. McKenzie, of that city, past away. The late Mr. McKenzie was born in the Gore of Toronto, nearly sixty-nine years ago. After a short time in London, he went into the hardware business in Goderich, about 1870, selling out four years ago to his partner, Mr. Melvin Howell. At first the business was carried on under the name of Kerr & McKenzie, and later by Mr. McKenzie alone. For six years he retired from business, spending part of that time in Teeswater and part of it in the West.

Maritime Provinces.

The Bennett opera house syndicate have completed arrangements for an up to date opera house at St. John, N.B. Building operations will start in the spring.

E. L. Clark, Woodstock, N.B., for many years head clerk for W. F. Dibblee & Son, hardware merchants, of that town, intends to go into business for himself at Woodstock.

The 15th annual meeting of the Kentville, N.S., Board of Trade takes place Tuesday, the 28th inst. The officers for the past year were: Wm. Yould, President; W. P. Shaffuer, Vice-President; A. E. Dunlop, Secretary-Treasurer. Trade has been good in the valley this year, and the outlook is very rosy for the coming year.

Early last spring the premises of the Amherst Foundry Co., Limited, Amherst, N.B., were destroyed by fire. Rebuilding was, however, started without delay, with the result that the output for 1907 was practically equal to that of 1906. The machinery in the shops is being worked by electricity, supplied by the Maritime Coal, Railway & Power Co., Chegnecto. The company manufactures enamel, stoves, furnaces, etc., and the company is known as one of the largest in the Maritime Provinces.

Shaw & Mason, Limited, Sydney, N.S., have experienced considerable growth since the company was reorganized early last year. The company has recently moved into its new quarters and have added an iron foundry, brass and machine shops to the business, in which brass and iron castings, sheet metal roofing, tinware, enamelware, etc., are turned out. In addition, the company are engaged as general hardware jobbers. Among the contracts recently completed by Shaw & Mason was a complete system of steam heating at the I.C.R. shops, Charlottetown, P.E.I.

Quebec.

J. Isbister, of Isbister & Son, Saskatoon, is in Montreal on a visit.

R. W. West, formerly of the claims department of Lewis Bros., Montreal, has returned to Halifax in charge of the retail department of Wentzells.

C. E. Hall, of Linton & Hall, Calgary, has been visiting Montreal. He speaks very hopefully of trade, not only for the spring, but for many years to come.

The Canadian Fairbank, Montreal, hockey club, has been organized for the present season. The Hon. President is H. J. Fuller; Hon. Vice-Presidents, Thos. McMillan and E. R. Whitehead; President, C. M. Rudel; Vice-President, Graham Drinkwater; Secretary, S. Thomas; Treasurer, H. L. DeWolfe; Manager, R. H. Hobson; Committee, McKeowan, S. S. Reck and M. Davidson. The club expects to have a strong team on the ice.

The employes of Lewis Bros. have organized a snowshoeing club, and much enthusiasm is being taken in the affair. The opening tramp to Cote des Neiges was very successful, and the next one is being eagerly anticipated. O. A. Sauviat has been elected captain, and he is supported by a committee known as the "Jolly Seven," comprising the captain, E. Bouret, J. Marien, A. Gravel, H. Hutt, D. S. McGregor and E. Westlake.

Francis Baird, a prominent general store merchant and brick manufacturer, of Ormstown, Que., is dead at the age of 74, after an illness lasting only a few weeks. For many years Mr. Baird was Mayor of Ormstown, and at the time of his death was a member of the Town Council. He received his education in Montreal, Beauharnois and Detroit, Mich., and in 1855 entered business in Ormstown. The fine firm of Thomas Baird, Son & Co. is a monument to his ability.

As the result of a resolution passed at a recent meeting of the Montreal Metal and Hardware Association, published at the time in The Hardware and Metal, circulars have been sent to all members of the Montreal Board of Trade as to the desirability of forming a transportation bureau. The proposal involves the appointment of an expert in transportation whose services would be available to all subscribing members on individual difficulties with the railways, and for the general purpose of protecting the transportation interests of Montreal. The circular states that the advent of the Railway Commission has given opportunities to other centres of trade, alive to the advantage of expert representation before the Commission, to secure from that body advantages not enjoyed by Montreal. It was, therefore, desirable that the interests of the city should be looked after by an expert. It is estimated that the cost of maintaining the transportation bureau would be about $5,000 per anuum.

Western Canada.

D. Smith, of Cook, Potts & Smith, Regina, was a visitor to Winnipeg last week.

Jas. McNaughton, Killarney, Man., has sold out his hardware business to W. F. Ramsay & Sons.

Among the hardware merchants calling on Winnipeg jobbing houses last week were J. Isbister, Saskatoon: R. F. Nethercutt, Wawanesa, and Mr. Birch, jr., of Birch & Son, Roland, Man.

F. McKnight, of McKnight & Frost, plumbers and steamfitters, Edmonton, was in Winnipeg last week calling on several supply houses. He reports business prospects in the Alberta capital good.

United States.

The Union Metallic Cartridge Company officially states that no authority has been given from any one connected with the company to make the statement that the works of the plant of the Remington Arms Company would be removed from Ilion, N.Y., to Bridgeport, Conn., where the Union Metallic Cartridge Company's works are located. The report has received wide newspaper circulation.

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN – President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - - - 232 McGill Street
Telephone Main 1255
TORONTO - - - - - - - 10 Front Street East
Telephone Main 2701
WINNIPEG - - - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - 1001 Teutonic Bldg.
NEW YORK - - R. B. Huestis, 544 West 145th St.
VANCOUVER, B.C. - - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

AN OBJECTIONABLE FEATURE.

The new Co-operative Bill, now before the House of Commons, which is dealt with at greater length elsewhere in this issue, and which, by the way, seems to be very favorably regarded by the solons of the house, contains one feature which ought to be opposed by retail and wholesale merchants generally. We refer to the clause which allows the registration of co-operative concerns for buying and selling in opposition to the law regarding the formation of companies for the same purposes.

As the law stands now, two parties can combine in a business and are compelled only to register the amalgamation at a nominal fee. When a larger number wish to unite, however, a joint stock company must be formed and procedure on this basis necessitates considerable expense.

On the basis proposed by the new bill a number of persons uniting in a co-operative society, be it for the same purpose as those for which the joint stock company was formed, need only go through the process of registration as mentioned in the other case.

While it is true that conditions existent in Canada seem to militate against the success of the co-operative movement, as applied to supply stores, at least, and while the history of such movement here shows no example of progress, this point in the bill seems to offer an unfair advantage to such societies as against those engaged in the regular wholesale and retail trade, and is one that should be guarded against.

Any opposition which has been raised against the bill up to this point seems to have made little effect. It will require more united effort to make the house feel the necessity for an amendment. Why should not retailers and wholesalers in every municipality in Canada bring the matter before their boards of trade, press for concerted action and in this way bring one of the mightiest influences possible to bear on the situation? This seems to us the most advisable course of procedure.

SOME NEW YEAR'S ADVICE.

The following paragraphs. clipped from a recent issue of the Peterboro Review contain some advice which can be applied with value to all lines of business.

"In St. John's Church, on Sunday evening last, the rector, Rev. Canon Davidson, made an appeal to his congregation—as is his custom on the first Sunday in each new year—to settle all their small bills, and larger ones, too. He strongly advised his hearers to wipe out all obligations and commence 1908 with a clean slate. The admonition is certainly opportune and apropos, and if lived up to would result in a more pleasant and satisfactory order of things all around. If merchants and others are kind enough to extend credit to you, do not abuse this privilege and keep the one who has obliged you waiting month in and month out for his money. If the business man does not receive a settlement from his customers, he is not in a position to pay the wholesale house, and the wholesale house cannot square up with the bank. An irksome and undesirable state of affairs is thus created, throughout the whole medium of trade and business relations by certain people well able to discharge small debts neglecting to do so. Do not procrastinate. Your bill may be small, but when several such amounts are owing the merchant, in the aggregate they total a large sum. It is well in these matters just to sit down and think.

"Do unto others as you would be done by and consider that if you were a merchant would you not sincerely wish all people to settle up with you. Now, carry this thought into action and practice. Business would lose one-half of its terrors, disappointments and drawbacks if customers at the beginning of each year would make an honest, earnest effort to liquidate all indebtedness. If you cannot do so entirely, do so in part.

"Canon Davidson's appeal is timely and much needed. It evidences an appreciation of business conditions too rarely referred to from the sacred desk, and reference to which will not be viewed by all good citizens other than in the light of excellent judgment and sound, practical, common sense."

OPTIMISM OF TWO KINDS.

Optimism is the feeling which is breathed and practised by that class of people who take a cheerful view of their surroundings and who believe that what inconvenience they are put to in the present will be speedily removed.

There are two kinds of optimism, however, that of experience (for example, the successful merchant), and the optimism of ignorance (for example, the apparently successful man who follows any lead offered and believes all he is told without the effort of thinking out problems for himself).

The former studies the needs of his business in the three tenses. He profits by past experiences, corrects them to date and lays carefully prepared plans for the welfare of that business in the future. In doing this the experienced optimist absorbs knowledge from all sources and pays particular attention to the progress made in similar lines, which are mapped out for him in the columns of his trade journal. In this manner the successful merchant not only improves his business, but at the same time he unconsciously improves his understanding, gleans numbers of valuable facts about the needs of his country and the people to whom he looks for business, which cannot fail to make him feel that a trying situation like Canada has recently experienced, can only last for a very short period.

The man inflated with the optimism of ignorance, on the other hand, attends the theatres, gives extravagant house parties and wears expensive clothes. Generally, he is considered a successful business man. Perhaps he also subscribes for a paper devoted to his business, but, as a rule, he does not take kindly to advice which might put him in the way of increasing his business. He will often offer the views of some brainier men, which he has read of in the daily papers. This kind of optimism is but one degree above the viewpoint of the pessimist, for he, allusioned though he certainly is, looks into the corners everywhere for something to find fault with, and unhappily for him, he surely finds it, or, what amounts to the same thing, he thinks he does.

As pessimists may be made out of ignorant optimists, readers should examine themselves. the methods of their business, study the trade reading matter prepared by trained men, and develop a true feeling of experienced optimism, which in each case is bound to help in building up a successful business and also have its influence for good in times of financial excitement such as Canada has recently experienced.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

There has been little or no change in the wheat market, although prices have lowered slightly towards the end of the week, with a tendency to higher levels at the very end. The demand for low-grade wheat continues and the forward movement has been large and steady. The weather is simply perfect for grain movement, there having been but one slight storm during the week.

The wholesale trade report a fair return in the matter of collections and retail trade is quite as good as is usual at this time of year. The entire west is regretting the destruction of the splendid mill of the Maple Leaf Flour Mills Co., at Kenora, which was opened for business with so much rejoicing only a month ago.

During the week the annual meeting of the Manitoba Grain Growers' Association convened at Brandon and held a three-days' convention with three sessions daily.

In as much as agriculture is the chief business of the west and wheat growing the line of agriculture most generally followed, the deliberations of the body representing an active membership of over 4,000 farmers is a matter of importance to every business interest in the west. So near to a general election the deliberations become of even more significance, as practically every member of this association is a voter.

This is the body responsible for the drafting of the amendments of the charter of the Grain Exchange, which is now awaiting a final reading. The association has many wise heads in it and not a few of the demagogue type, and the latter, as is so frequently the case, exercise an undue influence in the findings of this body at their annual meetings. The matters taken up this year, which are likely to have a far-reaching influence, were the questions of Government-owned elevators and the establishment of a sample market at Winnipeg.

The scheme of elevator ownership which they propose, is that all the terminal elevators shall be owned by the Dominion Government and all interior elevators by the Provincial Governments of the various provinces. The Provincial Government of Manitoba has already been approached in the matter and stated that they had not the power owing to the weighing and inspections systems being in the control of the Federal authorities. This first refusal has not daunted the Grain Growers in the least and at their recent meeting it was pointed out that the necessary power could easily be obtained by the Provincial Governments from the Dominion. The idea they have in connection with interior elevators is an elaborate one. It plans for nothing less than the special binning of the entire crop of the west and having samples drawn from each load as it is hauled to the elevator and these samples mixed together and large bulk samples sent forward for grading. The official grading is to be done on this sample and then the farmer is to be in a position to borrow money on the wheat in his special bin in that elevator and hold his wheat for sale until such time as he or his agents shall deem the market at its best. The Grain Growers plainly state they wish, if possible, to eliminate the street buying of wheat altogether. If the man with wheat in special bins wants to sell on sample, a portion of the sample taken in the way already indicated is to be placed in a sample market in Winnipeg. One of the advantages claimed for the system is that it will put eastern millers on an equality with western mills that own a line of elevators at the present time, as the western, as well as the eastern millers, will be obliged to buy in the Winnipeg sample market By way of forcing the present line elevators to part with their houses, the proposal is that a valuating commission shall be appointed to value all elevators at present in Manitoba, the Government shall then give the owners the option of selling at the valuation made or of having Government elevators erected to run in opposition. There is no manner of doubt that the present Legislature of Manitoba is going to be strongly pressed in this matter and with the big majority of the Government in the House, and the precedent of the Government purchase of the telephone system, it is quite among the possibilities that their request may be granted. The matter is a very serious one. Without for a moment criticizing the wisdom or practicability of such a scheme, the entire upset that would ensue from such a radical change in the present method of handling grain would be very likely to prove injurious to our export trade, which, when all is said and done, is the important trade to the Canadian west. The British dealer above all things hates change and conditions out of the normal. He is well satisfied with the method of grading and the shape in which cargoes are sent forward and will view any change with suspicion and dislike.

A large section of this convention was in favor of the immediate opening of a sample market in Winnipeg, and many others who thought the sample market would only be desirable when the interior elevators were in Government hands. It is noteworthy that the Royal Grain Commission in their report were strongly opposed to the sample market, mainly on account of the mixing elevators that would necessarily follow and the danger of the grades skinned and the reputation of western wheat thereby damaged in its ultimate market as would be almost sure to be the case. The representatives of the Saskatchewan Grain Growers' Association and the president of the Manitoba Grain Growers were both strongly opposed to it.

Very strong resolutions were passed condemning the banks for their action in withholding lines of credit and refusing to advance on bills of lading, thereby occasioning enormous loss to the farming community. There were several resolutions of a very drastic nature brought forward in the way of proposed amendments to the Banking Act.

The question of car distribution over which there has been so much discussion, was up, and it is evident that any attempt to amend that clause so as to get a more equitable share of the cars for elevators will meet with the most strenuous opposition from the Grain Growers' Association, who absolutely and unreasonably refuse to see that in clinging blindly to this bit of legislation they are seriously damaging the chances of the small farmer, who must sell to the elevators.

As was stated in the earlier part of this article, the deliberations of this body are of importance to all engaged in business, from the very fact that they have become a strong political factor and their power of good or evil along the line of disturbing well-established trade relations is unbounded.—H.

TO REVIVE MONTREAL EXHIBITION.

Renewed efforts are to be made to revive the holding of annual exhibitions in Montreal. At a meeting composed of representatives from various local commercial organizations, as well as for the Canadian Pacific and Grand Trunk railway companies, held at the Chambre de Commerce, the advisability of such an enterprise, backed by the city as in the case of Toronto, was discussed, and it was decided to request the board of management of the Montreal Industrial Exhibition Association to take whatever steps are deemed necessary to bring the fair into existence again.

The association was voted a subsidy of $10,000 by the city council a couple of years ago, and was promised a grant of $5,000 by the provincial government, but it was unable to go on with the project, because no arrangement could be arrived at as to the site.

Ex-Mayor Laporte, one of the vice-presidents of the association, stated that the organization possessed the requirements necessary for making the holding of an annual fair in Montreal a success, providing it received the support, both financial and moral, of the city council. All that would be necessary would be to take up the work where it had been left off two years ago.

A letter was read from the board of trade, stating that the question had been considered by the organization, but that owing to lack of proper encouragement from the city council, there was nothing more to be done.

Amongst those who spoke in favor of holding the fair were : Dakers Cameron, secretary of the Montreal branch of the Canadian Manufacturers' Association, and President Boivin and Secretary Beaudry of the Montreal branch of the Retail Merchants' Association.

FIREPLACES AND TILING POPULAR.

In the illustration showing one of the new windows in W. H. Richardson's store at Essex, a fireplace is shown at one end, another striking feature being the screen made of horse whips. This draws attention to the increasing popularity of this line as a money maker for hardware merchants who make an effort to secure the building and house furnishing trades.

Tiles go along with fireplaces, naturally, and as there is a good margin of profit to be secured on them, and as the manufacturers supply patterns to follow in laying them, more hardwaremen will undoubtedly take up the line in future. As usual, also, the dealer who takes up the line first will secure the bulk of the trade.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 68.)

MARKETS IN BRIEF.

Montreal.

Copper—Firm at 15c.
Tin—Steady at $32.
Lead—Unchanged.
Spelter—Same quotations.
Nails—Cut of 5 cents per keg.
Bldg. Paper—Temporary Revision of list.

Toronto.

Copper—Unchanged.
Tin—Improving.
Lead—Strengthening.
Wire Nails—Unchanged.
Building Paper—Price has declined.
Turpentine—Advance of 5 cents.
Linseed Oil—Unchanged.

MONTREAL HARDWARE MARKETS.

Montreal, Jan. 24.—Orders are now coming in more freely, especially from the east, the absence of snow troubles on the railroads having enabled travelers to reach their clients from the first of the year, The quantities up to now are still on the small side, but this is only to be expected, in view of the spirit of caution that pervades the country. Jobbers are quite satisfied to get a steady demand to start with, knowing that it must develop in bulk as the trade of the country becomes more active. It is not anticipated that the full force of the spring shipping will be felt until March, which is somewhat of a contrast with last year, when delivery was in progress in January. There is little doubt that the leeway will be made up before many months are over. A number of factories, helped in a great measure by the slackening of the demand, are piling up stock, and by the time the full rush is on will be in a good position to complete orders in all lines. In bolts, for instance, makers' stocks are now well assorted. Carpenters' tools, plumbers' supplies and also kitchen utensils are commencing to move.

American manufacturers are issuing a new list on builders' hardware, and jobbers have been notified of the fact. Nails have been shaded again, but prices otherwise are unchanged.

Railroad Supplies—Construction work still being maintained, a steady demand exists for rail track bolts, ties, hammers, crowbars, blasting powder, drill steel and rock drills. Prices are unchanged.

Builders' Hardware and Supplies—Orders, although not heavy, are increasing, and a fair demand is likely to set in before long. American manufacturers are issuing a new list of prices, but the nature of the alterations is unknown, owing to the figures not yet arriving.

Nails—There has been a further cut in nails, and we now quote $2.30 per keg. There is a heavy stock in the market, and holders are trying to stimulate the demand. When construction work commences again the prices will probably stiffen.

Bolts and Nuts—For railway construction work, bolts and nuts are moving freely, but other lines are rather lifeless. Prices maintain their firmness.

Lumbermen's Supplies—The demand is moving slowly in axes, cant hooks, chains and calks. An improvement is expected shortly, but the prospects for an average call are not favorable. Prices are unchanged.

Building Paper—A temporary revision has been made of the price list. Tarred felt is now listed at $2 per 100 lbs.; dry sheathing at 32c per roll, and tarred sheathing at 40c. Pitch is now 75c per 100 lbs. The full list will be found under our market quotations. Trade is quiet, and is not expected to open up before March. Manufacturers are busily engaged in filling up stocks.

Shot—Orders are being received for sorting-up on the heavier sizes. The demand is fair, and a satisfactory season is anticipated.

Screws—The quietness of the last few weeks has been broken, and orders for spring delivery are beginning to make their appearance. Although makers have been trying hard to catch up with back orders, they have not yet succeeded, and if the demand assumes normal proportions later in the year, there will again be a shortage to contend with.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 23.—The condition of the hardware market continues to improve, summed in the words of a local authority who remarked that "stocks in many cases throughout the country are very low at present owing to the cautious buying which marked last fall's trade and as a result stocks are much lower than at this time last year." If this report is correct it will tend to tide business through February which is usually a very dull month with the hardware jobbers. Booking for spring delivery is steady and collections are easier in Ontario than for some months. The absence of snow has affected business this year and as a result many merchants will have to carry a large percentage of their winter lines over until next year. The business now coming in may be described as normal and though not as great as at this time last year, prospects for a good strong demand in all spring lines continue to be bright.

There have been no changes of note on the market during the week.

From the West reports continue to be optimistic, there will be a large amount of building done during the year and this will necessitate the use of a large quantity of hardware. On the whole, jobbers are pleased with the business coming in and if orders continue to increase at the present rate a satisfactory year is sure to result.

The Kerr Engine Company, Walkerville, have issued a new price list showing increased discounts on their values which may be ascertained by looking up current quotations at the back of the paper.

Rope—Since the recent drop no further change has occurred in the price of rope. Booking for fall delivery has received a start and orders are beginning to arrive at a satisfactory rate. We now quote British manila, 11c a lb.; pure manila, 14c a lb.; sisal, 10c a lb.

Poultry Netting—Since the new lists have been issued business in this line continues to improve, the booking for spring delivery is about over and stocks will be delivered during March. No further change has occurred since the publication of the new lists. We still quote the same discounts, 60 and 10 per cent. off.

Builders' Hardware and Supplies—The demand for carpenters' tools, masons' tools and plumbing outfits of all descriptions are on the increase, though a normal demand has been noticed all winter owing, no doubt, to the mildness of the weather, which has permitted mechanics to work out doors for some weeks. There has been no changes in the price of these goods of any account.

Lawn Mowers—A normal January business is being booked for spring delivery. Prices remain firm.

Shot—Shot remains unchanged, discounts continue to be 20 per cent. with little prospect of a further change. Some booking for spring and future delivery is being done.

Copper and Brass Goods—These lines are in some cases being cut, an indication that a reduction is about to overtake the market. A steady demand exists at present and there are prospects of a good business in futures. Copper pitts are still quoted at 30 per cent. off list and tea pots remained a discount of from 38 to 45 per cent. off list.

Bolts and Nuts—The demand is steady and the market remains firm. Booking for spring and summer delivery is beginning to come in. There has been no change in prices, quotations remaining at 75 per cent. off list.

Screws—The demand is commencing to revive in a satisfactory manner, booking for future delivery being the order of the day. Quotations remain 85 and 10 per cent. on flat styles, and 80 and 10 per cent. off round styles.

Solder and Soldering Irons—Prices remain unchanged. Quotations remain ½ to 2-pound irons are quoted at 40 cents, over 3 pounds at 37 cents. Solder has not changed any during the week, remaining at 20 cents.

Sporting Goods—The unseasonable winter has made a considerable difference in the sporting goods trade, and though large amounts of these goods have been turned over stocks in this vicinity are not nearly cleared out.

Guns and rifles will be a shade higher this year owing to the increased cost of labor and material.

Nails—The low figure quoted in the East is not followed in Toronto, but reports of a drop are being circulated. We still quote $2.45 per keg.

Building Paper—The price lists of building paper have been revised, a decline being shown on several items, including felt, ready roofing, sheathing, tar and pitch.

MONTREAL METAL MARKETS.

Montreal, Jan. 24.—It is evident from the maintenance of last week's prices in face of the increasing strength of the foreign markets, that merchants are endeavoring to establish a firm basis to the local markets. This is a wise move, and will tend to increase the confidence of the buyers. So long as prices fluctuate with the slightest gradation in the primary markets, so long will there be a continuance of that holding off disposition which has characterized the demand. Vacillating movements are signs of weakness, especially in the circumstances which have recently prevailed. We doubt whether there would be any material stimulation to the buying by a boosting of prices, for users would be the first to recognize the possibilities of a subsequent fall, and to wait for it. Steady progression is the best policy to be adopted now.

The first and foremost consideration in a reviving market, after such a crash through which the metals have gone through, is to produce stability, and stability can only be brought about by a circumspect regulation of the figures. A convalescent person requires watching to see that renewed vigor does not induce an overtaxing of strength. So it is with the markets at present. Establish a firm basis so that the chance of a reaction is reduced to a minimum. Progress in this way will be unchecked, and the great factor of confidence—the factor on which a steady demand depends—will be given to the markets. The demand generally shows signs of increasing, and maintains that steadiness which is the best hope of future strength.

Copper—This metal continues to show signs of growing strength under a quiet, but persistent demand. There has been an advance in the Old Country of two shillings and sixpence during the week, and the market is now quoted at £63 12s 6d. In New York the ruling price is still around 14c, and the belief is growing that the market is slowly working to a 15c basis. We still quote copper 15c, locally, under a growing demand.

Pig Iron—The English market maintains its drooping tendency, but the reduction of 6d this week is not of very great moment. Under the influence of spring orders, which will not be made until the end of February, the market will probably turn again. The sagging movement will, no doubt, continue up to then. We now quote Cleveland warrants 47s 9d. Locally, steel maintains its firmness, and the demand is improving. Buyers have probably come to the conclusion that it is useless waiting any longer for a cut. We quote: Middlesboro No. 1, $21.50; No. 3, $20.50; Summerlee, $25.50.

Ingot Tin—There was a slight drop in the English market during the week, but in the last day or so prices regained their strength again. It cannot be said that firmness has yet been established in this market, although demand is an increasing one. Prices have not been affected here, and we continue to quote 32c.

Lead—Lead has advanced 5s in the English market during the week, and is now quoted at £14 12s 6d. Despite this advance, however, and the brighter outlook, no corresponding increase has been made here, and we still quote 4½c.

Antimony—There is no change in the local market, although Cookson's has advanced £2 a ton in the English market. Prospects are very much brighter than they were, and buying for futures still maintains strength.

Spelter—Spelter is now quoted $4.50 to $4.55, East St. Louis, and further advances are expected. The same improvement is noted in the English market, which shows an advance of 17s 6d over last week. The prudent course followed by the producers in curtailing output is thus bearing fruit. The demand is increasing, and conditions are very favorable. Local prices are unchanged.

TORONTO METAL MARKETS.

Toronto, Jan. 23.—A fair business in small lots is reported locally, buying generally being light with consumers working down their present stocks, feeling that they can replace them later on at prices as low as at present if not better. Booking of sheet metals for spring importation is now well advanced, however, the recent reduction in prices of tin plates, etc., having encouraged this branch of trade, the volume of which is considered satisfactory by the jobbers.

Iron—Consumers of iron continue to show little interest in the market for future delivery, as business offering for finished castings has materially declined and business in hand is covered by present stocks. Furnace men and merchants are maintaining prices, however, though willing to make some concessions for present business. We make no change in our quotations of $22.50 for No. 2 Canadian iron and $21 for No. 3 English. Bar iron is held firm at $2.20 net, although an open market exists in the States. Cutting in wire nails indicates a tendency to lower prices on the finished lines, although mill men are understood to be tied up with the furnaces for supplies of rods at prices which do not allow a reduction.

Ingot Copper—Easier money is encouraging speculation abroad and this tends to increase business. Prices have been lowered in London, however, the market locally continuing at 15 cents. The exports of copper to Europe continue large but it would seem impossible for this to continue much longer. European consumers, differing from American, are not so tied up to the banks, not having to spend such vast sums to build and increase the size of their plants. They have the ready money to buy and have been taking advantage of the rock bottom prices to fill their warehouses. When stocks are built up, however, this export trade will have to fall off, the natural result being a depressing influence on a market which may then be tending upward. It is evident, therefore, that there is nothing to indicate higher prices for copper for some time. With a falling off in demand in America, there may even be a shading of present prices, though some look for present prices to be maintained.

Ingot Tin—The market holds firm at $31.50 with a fair demand. A common belief is that the longer tin holds steady near its present level the less likelihood there is of the sharp slump expected by many who have been figuring on the overstocking of the Chinese syndicate. Inquiries for future business are being made in sufficient numbers to encourage an optimistic belief in the future of tin.

Pig Lead—Higher prices are quoted in London and while this makes the local market stronger, the local price is unchanged at $4.35 to $4.50.

Spelter—A better demand exists and prices are firming up. The improvement is general, an advance being quoted in both Europe and America. Locally, we still quote: Domestic, $5; foreign, $5.25. Sheet zinc in casks is quoted at $7.

Antimony—Lack of demand prevents any change in prices, 11 cents still being quoted.

Old Materials—Buyers report the demand inactive and their quotations are necessarily low. No metal shows any life, all scrap being a drug on the market.

LONDON, ENG., METAL MARKETS.

London, Jan. 21.—Cleveland warrants are quoted at 47s 10½d, making prices as compared with last week 6d lower.

Copper—Spot copper opened easy at £63, futures at £63 12s 6d, and after sales of 500 tons of spot and 700 tons of futures, closed easy at £62 15s for spot and £63 5s for futures, making price as compared with last week £1 2s lower on spot and £1 lower on futures.

Tin—Spot tin opened easy at £125 5s, futures at £126, and after sales of 70 tons of spot and 350 tons of futures closed easy at £124 15s for spot and £125 10s for futures, making price as compared with last week 17s 6d lower on spot and 15s lower on futures.

Lead—The market closed at £14 10s, making price as compared with last week 2s 6d higher.

Spelter—The market closed at £21, making price as compared with last week 15s higher.

A strong pull together means more for both house and salesman. In a tug of war the house will win from the salesman, but both will lose with the customer.

Quebec and Maritime Provinces

Important Invention at St. John—Un seasonable Weather Has Affected Trade in Halifax—News of the Steel Industry at Sydney.

HALIFAX.

Halifax, N.S., Jan. 20.—Trade conditions show little change since last week and prices are fairly steady throughout the list. The absence of snow throughout Nova Scotia has had rather a depressing effect on business, particularly on lumbering operations, which, however, are not suffering to any great extent as the output this season was to be largely curtailed owing to the condition of the European markets. The travelers now out are doing fairly well.

* * *

An expert rail maker employed at the plant of the Dominion Iron & Steel Company, in a recent interview, stated that in his opinion the big works were never in better condition for production purposes than at present. Every department is working along smoothly and in splendid style. The skilled artizans engaged in the mills are the best that can be had in America, the wages paid are above the average, the workmen are content, and with such a healthy state of affairs existing, the prospects for the future are of the brightest. The rail mill is at present working on a ten thousand ton order for the Grand Trunk, and if the pace of the past is kept up to the full order will be delivered inside of a couple of weeks. The inspection of the finished rails by the inspectors during the past year has been most rigid and the tests applied as to strength the most strenuous known. From each heat of steel of fifty tons taken from the open hearths a rail is selected haphazard and placed on two pedestals four feet apart. A five hundred pound weight suspended overhead at a height of from fifteen to twenty feet is allowed to drop on the unsupported section of the rail, and should the steel stand the impact, the heat is declared "O.K." This is known as the physical test, and during the past three months there has not been a heat that has not met and withstood the test.

* * *

The full bench of the Supreme Court last week delivered judgment in the appeal case of the Dominion Coal vs. the Dominion Iron & Steel Company, in the latter's favor on all points. The court holds that the contract is still in force, and clearly expresses the intention of the company.

The coal rejected by the Steel Company was not suitable for its purposes.

The Coal Company having coal in the Phelan seam suitable for steel making and coal not suitable, is bound to supply the former.

The Steel Company is entitled to damages equal to the difference between the contract price and the market value of all coal used by it since the breach in November, 1906. The Coal Company will have to carry out its contract and supply coal from the Phelan seam suitable for steel making, for the balance of the term of ninety-nine years.

The above are the principal points agreed upon by the five judges composing the court, which included the Chief Justice of Nova Scotia.

* * *

The Annapolis Royal Board of Trade has elected the following officers for the ensuing year:

President—A. E. Atlee.
Vice-President—Geo. E. Corbitt.
Secretary-Treasurer—F. C. Whitman.
Council—H. A. West, A. D. Mills, F. W. Harris, J. M. Owen, Dr. Magee, W. H. Clarke, E. B. McDaniel, Samuel Riordon.
Auditors—F. W. Harris, F. Leavitt.

* * *

Halifax merchants are up in arms over the action of the Canadian Pacific Railway in sending the steamer Corsican to St. John, N.B., with 750 tons of cargo, which they claim should have been landed at this port. The Corsican arrived on Sunday afternoon from Liverpool, and after discharging the Canadian and Oriental mails, she was ordered to proceed to St. John to unload. Of her 3,500 tons of cargo, 750 tons was billed to be landed here. Of this amount, 200 tons were for Halifax merchants, and the balance for Quebec, Montreal and Toronto firms. The local men claim that as a result of the action of the C.P.R. they will be kept a week without their goods, as they will have to be re-shipped back by rail, and they also say that the Upper Canadian firms will be without their goods several days longer than is really necessary. No explanation is given by the C.P.R. regarding their action. The Board of Trade will take the matter up with the company and also with the Government.

ST. JOHN.

St. John, N.B., Jan. 21.—Business continues very quiet. Many of the dealers are still busy taking stock and until this has been finished they will not enter very actively in the pursuit of orders. There have been no changes in prices. There is a feeling among the hardwaremen in common with others, that business will be rather quiet for some little time to come. No great depression is looked for, but just a period of conservative buying sufficient to supply immediate needs.

* * *

General sorrow was expressed at the death of Mrs. George W. Fleming, wife of one of the proprietors of the Phoenix Foundry, which occurred at her home here Wednesday, Jan. 15.

* * *

W. H. Thorne & Co., hardware merchants, have taken over the business of C. E. Colwell & Co., fish and coal dealers, and will hereafter conduct the business. The transfer is the result of assignments made by C. E. Colwell & Co. to W. H. Thorne & Co.

* * *

J. & T. Jardine, of Rexton, have sold their sawmill and all their lumber land in this county to A. J. Curran, West Branch, and Frank Curran, of Bathurst.

* * *

The export of deals from this port to transatlantic ports last year shows an increase of almost 20,000,000 feet over that of 1906, and over 48,000,000 feet above that for 1905. The total shipments for 1907 were: Spruce, 203,804,-181; birch, 6,287,842; birch timber, 2,-820. In 1906 the shipments were: Spruce, 183,921,251; birch, 7,658,234; birch timber, 4,507.

There was also a shipment of 55 tons of pine timber during the past year.

The lumber shipments from Dalhousie for the year were 18,888 tons, forwarded in twenty-one vessels.

* * *

Grain shipments through the port of St. John will this year exceed all previous records. Up to the present time over 2,000,000 bushels have gone forward to the United Kingdom and contracts have been made by the railway companies for more than 6,000,000 bushels up to the first of April. In almost every department of winterport trade there is an advance over last year.

* * *

William H. Stirling, a St. John man, has secured a patent for a new boiler injector invented by him. The patents are offered for sale by H. R. McWeelon, of this city.

"The objects of the invention are to simplify the construction of an injector, and so arrange the parts that the turning of the handle of the main valve stem will cause all operation of the several parts to act in proper sequence, whereby the valve may be operated by a single motion, to provide means whereby the overflow valve will close automatically under steam pressure, and be retained in position by suitable means, to provide means by which the heating of the injector may be carried out, without any interfering with the work thereof, and in which breaking off of the feed current, due to leakage, through the overflow valves, may be prevented; further objects being to render the device of such a character that it may not be easily tampered with, to break the continuity of the feeding current and to provide means whereby the heating of the injector may be carried out independently and without interfering with the operation thereof."

The Locomotive & Machine Company, of Montreal, have changed their name, and in future will be known as the Montreal Locomotive Works. At a recent meeting of the company it was reported that the capacity of the undertaking was now three hundred locomotives a year. A new building has just been completed at Longue Pointe, Que., and it will be used as an erecting shop. An Ernst system of lighting is being installed by the Canadian Westinghouse Co.

Reported by Ontario Correspondents

London Factories in Full Operation—Co-operative Act Criticized by Chatham and London Merchants—Annual Banquet of Canadian Manufacturers' Association at Hamilton.

HAMILTON.

Hamilton, Jan. 22.—There was an important gathering of the members of the Canadian Manufacturers' Association in this city on Thursday of last week. The regular meeting of the association executive was held in the Board of Trade rooms in the afternoon and in the evening the annual banquet was held at the Hotel Royal. There was a large gathering of local and outside manufacturers and a very pleasant evening was spent. A number of very useful addresses were given and a presentation was made to Harry Cockshutt, of Brantford, past president of the association. On behalf of the association Senator Rowland ,of Montreal, presented the Hamilton Commercial Club with a brass plate commemorative of the fact that the club was opened by the manufacturers on the occasion of a special visit to the city some time ago.

The executive at its meeting decided to establish a tariff department, in charge of an expert tariff officer, whose duty it will be to investigate all the grievances brought to the attention of the association. Those who have points of merit will be handled by the association, but manufacturers who clamor for a higher protective tariff and who are unable to substantiate their claims, will be denied the support of the association in any representations they may make to the Government.

Owing to the fact that there is a slump in the labor market in Canada at present, it was decided that the services of a representative of the association in London Eng., for the purpose of supplying the members with skilled help, was no longer necessary and the office will, therefore, be discontinued. The subject of holding a public demonstration in favor of technical education, was discussed. For some time the association has been conducting a campaign among the provincial premiers with a view to enlisting their support of a petition to the Dominion Government for the appointment of a commission of enquiry in technical education. All the provinces except Quebec expressed approval of the movement and promised aid, but the above mentioned province promised not to put up any opposition to the movement. As it was understood that Sir Wilfrid Laurier had stated that the Government was unable to accede to the request of the association, at present, the meeting decided to take no action but it is likely that a public meeting may be held and a number of prominent speakers from the United States secured to speak on the subject of technical education.

The meeting decided to press the Government for the appointment of a trade commissioner to New Zealand to relieve J. E. Larke, who has too much territory to cover at present.

Robert Hobson, of this city, vice-president for Ontario, presided at the banquet which was given by the local branch of the association in the evening. Senator Rowland, the president of the association was present for a short time but as he had to catch his train he made a brief speech and also made the presentation of the brass plate to the Commercial Club. He was given a hearty send-off. Cyrus A. Birge, of the Canada Screw Company, proposed the toast, Agriculture and Canada, which was responded to by C. C. James, deputy Minister of Agriculture for Ontario. The speaker dwelt upon the constantly increasing connection between the interests of the farmer and the manufacturer and the different ways in which their interests compared.

James L. Hughes, public school inspector of Toronto, responded to the toast of Technical Education. He compared the methods and results of the system of instruction in technical education in America as compared with Germany and gave the latter the credit of being the better system. He dwelt upon the moulding of the lives of the young, physically and morally and drew a striking picture of the difference in the number of criminal prosecutions among those who tilled the soil and those who were engaged in manufacturing trades in the city. Of course the latter were in the majority and he accounted for this by the fact that the agriculturalists obtained many lessons from their close association with nature.

The presentation to Harry Cockshutt, of Brantford, in recognition of his services to the association, as president, was made by R. J. Whyte, of Smith's Falls. It was a beautiful water color entitled, Passing Clouds. He accompanied the presentation with a neat speech and the recipient made a feeling reply.

Among the out-of-town guests present besides those already mentioned, were: S. W. Ewing, chairman of the Montreal branch; A. W. White, chairman of the threshing machinery committee; F. E. Leonard, chairman of the engine and boiler committee; G. F. Beer, Toronto, chairman of the reception committee; E. Freyseng, chairman of the Toronto branch; W. R. Dunn, chairman of the railway and transportation committee; Alex. Saunders, Goderich; D. Wilson, Collingwood; J. S. Fluery, Aurora; J. A. Coulter, Ingersoll; R. Scarf, Brantford; W. A. Stroger, Toronto; R. McIntosh Toronto; W. H. Rowley, Hull; and E. G. Henderson, Windsor.

The F. W. Bird Paper Company, have taken out a permit for an addition to their plant to cost $3.700. The structure will be of frame.

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John Milne, of the Firm of Burrow, Stewart and Milne, stove manufacturers, is mentioned as the probable successor of E. A. Dalley on the board of license commissioners. Mr. Milne is president of the Conservative Association and a very popular member of the party. He has been offered the position and it is understood he will accept it.

PETERBOROUGH.

Peterborough, Jan. 21.—The marriage recently took place of Manson Comstock, managing director of the Peterborough Hardware Co., to Miss Garbutt, of this city. After a honeymoon trip to New York and other American cities, Mr. and Mrs. Comstock have taken up their residence on Sherbrooke Street. Mr. Comstock's many friends in the hardware business will wish he and his bride every happiness and prosperity.

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Maurice Lowry, a former member of the staff of the Peterborough Hardware Company, has gone to Cuba, where he is getting along well. He intends remaining in the West Indies for some time.

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A force of men from the Northern Electric Company of Montreal are here at present putting in the switchboard in the Bell Telephone Company's new building. It is expected that it will be ready for occupation early in March. The company has just finished the undergrounding of its wires in the central portion of the city.

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The annual meeting of the Peterborough Lock Works will be held early in January. It is understood that the company has had a most successful year.

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There is a probability that the works of the Wm. Hamilton Company, which have been practically closed down for the past six weeks, may be re-opened at an early date. The A. R. Williams Machinery Company, of Toronto, have made a proposition to the local City Council to take over the plant and operate it. They ask for a loan of $50,000 for five years, and a fixed assessment of $10,000 for five years. The Manufacturers' Committee of the City Council is considering the proposition.

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Wm. Buller, of the Peterborough Fuel & Cartage Company, has been elected an alderman for the City of Peterborough. He stood fifth from the top of the list and should make a successful legislator.

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The City Council has recommended the granting of a fixed assessment for the Peter Hamilton Co., manufacturers of farming implements, of $20,000 for

a period of ten years. The provincial legislature will be asked to approve of action along this line.

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The Canadian Cordage Company is running full time and prospects are bright for the future of the industry.

LONDON.

London, Jan. 21, 08.—Indications are not lacking to show that the industrial situation in this city is brightening up, and there are reasons to believe that within a short time almost every factory in London will be running at full force. E. Leonard & Sons, engine and boiler manufacturers have nearly all their men at work again after the Christmas shutdown. For the present they are working principally on stock. The firm has every confidence in the future. Chas. H. White, manager of the London Rolling Mills Co., says that concern will presently be running full strength, though it has been almost completely closed down for several weeks. Mr. White says he is getting many more inquiries, which is taken as an indication that conditions are improving, and he confidently looks for better times in the near future. The reopening of the rolling mills will have a decidedly beneficial effect on the local industrial situation, for since the shutdown only eleven out of a staff of 225 men have been at work.

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The bill before parliament enabling farmers and laborers to form co-operative societies does not appear to have worked up local hardwaremen to any extent. As a matter of fact, judging from the answers given your correspondent by a number of dealers interviewed, they do not appear to have given the matter any consideration. "If," said one merchant, the matter is as you state it, I consider the bill a piece of class legislation of the worst kind. Why should any parties be allowed privileges that are denied to others? As it stands, there seems to be legislation for the benefit of all classes except the retail merchant. What greater proof is needed of the advisability of strong organization of the retail trade without such unity I can see no way by what retail merchants can get justice at the hands of parliament."

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The McMurtry Hardware Company, after being six months in business, are so gratified with results that they have decided to move to larger premises in a more central location, and accordingly have secured a store on Dundas St., two and a half blocks west of their present stand. The tendency of the trade in London is to get as close to the market as possible. This move of the McMurtrys will give them that advantage.

GUELPH.

Guelph, Jan. 15.—Harry Johnston, of Phelpston, is in the city trying to locate a brick factory here, if conditions are favorable.

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Fred. Smith, plumber and steamfitter, has been appointed skip for the Royal City Curling Club for the Ontario Tankard.

One of the latest factories being mooted for Guelph is the London Machinery Co., which may be built this coming summer. H. B. Callander, who is the manager of the concern, is one of the city representatives on the council board.

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W. R. Faulkner, eastern representative of the Guelph Stove Co., is in the city this week getting posted with the details in regard to the new goods of his firm.

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The report of the chief of the fire department shows that there were forty-six fires in the city last year. Among these were two at Taylor-Forbes', amounting to $6,500 loss, and the oil house of the Bond Hardware Co., valued at $800, all of which were fully insured.

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R. L. Torrance, of the Armstrong Carriage Co., was elected by acclamation to the post of water commissioner for the next two years.

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The Guelph Stove Co. has been one of the first foundries in the country to open their works this year. They only stopped molding on the Saturday before Christmas, the rest of the factory working till New Year's, when they closed down for stock-taking. They opened up the nickel department today, and expect to open up the rest of the departments in a few days, on the eight-hour day system. The travelers are going over the new lines which they are placing on the market for this year's trade, and they expect to start out on the beginning of February. Among their new lines is a special steel range.

Guelph, Jan. 21.—Trade is dull in Guelph at present. It was to be expected that a little slackness would result after the Christmas trade, but the heavy snow has prevented the farmers from bringing in their trade.

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A special committee composed of the markets, finance and fire and light committees of the city council met on Tuesday to consider what can be done to enlarge the winter fair. It was resolved to interview the local members of Parliament and see if they can get land belonging to the armory. This leaves three options. They will either build a parallel to the present building in the armory grounds, or remove the present building to the central exhibition grounds.

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The Templin Manufacturing Co., of Fergus, recently received a diploma, the highest award at the National Exhibition, for the best exhibit of and improvement in seed and grain separators. The Ottawa and London diplomas were granted, some time ago. Many improvements have recently been made in their mill, which is meeting with the greatest success.

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Engineer Davis, of Berlin, was in the city last week, with respect to the new waterworks extensions. He is making a proposition by which he will attend to the building.

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Reginald Gordon, of G. A. Richardson's hardware store, will leave at the end of the month for North Bay, where he has accepted a position in the hardware line.

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The Louden Machinery Co. is one of the busiest hives in the city of Guelph at the present time. Under the able management of H. B. Callander, the firm has had a very prosperous time. Not a man has been laid off during the winter season, and the ten-hour day has been kept up steadily. Their output is having a ready sale, especially their litter carriers and hay forks.

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A lunch-basket, carried by his son, was the ingenious method adopted by Thomas Storms to pilfer brass pickings and small articles from the Taylor-Forbes Manufacturing Co.'s factory, and convey them to his home. He appeared before the magistrate, but as Mr. Taylor did not press the case against the prisoner, he being a married man, he was allowed to go on suspended sentence. Over 80 pounds of metal were found at the shop of the Rag and Metal Co., where the thief had taken the goods to sell.

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James Oborne, general superintendent of the C.P.R., promises that Guelph will get a new station, and says that the G.T.R. will surely follow suit.

CHATHAM.

Chatham, Jan. 21.—It will be remembered that Chatham played a considerable part last year in securing the laying over of the Co-operative Societies' Bill to another session of Parliament. The local retail merchants enlisted the support of their representatives, who used their influence to the desired end. Geo. Stephens, ex-M.P., himself a retailer and head of the extensive hardware firm of Stephens & Douglas, put his shoulder to the wheel, and did most effective work in the line of having the project blocked for the time being.

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The need of retail merchants to be ever on their guard was strikingly exemplified by the fact that the first intimation most local retailers had of the progress of the scheme was the article in last week's issue of Hardware and Metal. Since before the commencement of the Christmas holidays, the local Retail Merchants' Association, which set the ball of opposition rolling last year, has not met, but the prospect is that a meeting will promptly be called and action taken.

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The scheme of encouraging co-operative societies meets with pronounced disfavor among all classes of retailers here. "We are to be robbed, in order that

the public may be robbed as well," is the terse way one hardwareman put it; and this is the practically unanimous view of all who have studied the workings-out of the scheme. The extensive opportunities the new act furnishes for the fleecing of the unwary, and the unfair treatment of the retailer, who must pay a heavy fee to form a company while the co-operative promoter pays nothing and is exempt from personal liability, are matters for adverse comment.

It is expected that the retail merchants will meet in the near future, when definite action will be taken.

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Following the Christmas season, business is usually quiet; but local hardwaremen state that this year January's business is, if anything, a little in excess of that of a year ago. Nothing has been more striking than the rapid growth of public confidence during the past few weeks. This has had its reflex effect on trade in all lines, hardware being no exception.

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The Chatham Carriage Co. have definitely located in Dresden. They have taken over the plant formerly owned by Wm. Rudd, and have set several men to work. They will use the Rudd factory till their own new plant is built and equipped.

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Luther Bros. Co., of Milwaukee, have secured W. R. Fellows, jr., of Blenheim, to act as their agent in that locality for carborundum tool and sickle grinders.

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A quiet movement has been going on for a short time among Amherstburg merchants to secure an unanimously signed petition to extend the early closing movement to include every night but Saturday. The petition has met with a fair degree of success, though, owing to the refusal of a few of the merchants to join, the scheme has been blocked for the present. It may be put up to the Council to pass an early closing by-law with a view to securing the desired result.

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Hotel Sanita, formerly the property of the Chatham Mineral Water Co., was last week sold under the hammer, Archibald Park, of Park Bros.' foundry, being the highest bidder. The price was $21,700.

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A well attended meeting of the Board of Trade was held on the 15th, when the subject of fruit culture was discussed by Editor A. B. Cutting, of the Canadian Horticulturist, and Prof. H. L. Hutt, of the O.A.C. Jas. Oborne, of the C.P.R., also made a few general remarks, urging the setting aside of 800 acres in Chatham for industrial sites, and the formation of a 100,000 club to boom the city.

West of the Great Lakes

Ice Locomotive in Use at Prince Albert—Summer Weather Prevails at Calgary—Small Blaze at Saskatoon Store—Bright Business Prospects for Vancouver.

PRINCE ALBERT.

Prince Albert, Jan, 14.—The Canadian Northern combined railway and traffic bridge is being pushed as rapidly as skill and labor will permit. The abutment on the south bank is nearly completed, while that on the north bank is about half done. Six piers are in the stream, the fourth of which will be the pivot, carrying the swing span to allow uninterrupted navigation of the river during the busy summer months. Although the plan calls for a roadway on each side 10 feet only in width, the city is asking to have this width increased to 12 feet. The contract calls for the completion of this bridge by November next.

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A movement is on foot to establish at Prince Albert a large creamery of the most modern type. The firm looking over the ground are thoroughly practical Old Country butter and cheese makers, and the farmers in the district are enthusiastic over the enterprise. Meetings are being held at the principal centres and an estimate made of the number of cows which may be depended upon.

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The cordwood camps on the outskirts of the city present a busy phase of Prince Albert's winter life. Thousands of cords are being cut, furnishing employment for large numbers of men, and the ice-bound river, its summer steam boats, barges and launches, giving place to the less picturesque and slower-moving horse teams, is the great highway used for transporting this wood to its first market in the city.

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The Celtic Pressed Brick Co. is the newest business firm to get organized. This company, capitalized at $100,000, has large tracts of superior clay at its command and fully expects to place its first goods on the market by July next. Samples of the clay which have been pressed and burned show unusually fine qualities in color, texture and resistance.

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The Red Rock Brick and Pottery Company, which operated during the latter part of 1907, has made arrangements for a very much increased output for 1908. Some of this company's brick were recently subjected to a very severe test of boiling, freezing and baking, with the result that the ware was absolutely unhurt, but on the contrary very much improved in appearance by this artificial weathering.

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Logging operations, although on a smaller scale than was anticipated last year, are employing more men than the beginning of the season promised. The Sturgeon Lake Company have more men on their pay roll than ever before. Their ice locomotive "The Northern Bell," is making its regular trips, bringing in about 100,000 feet per load. The first trip was undertaken before the lakes were sufficiently frozen, and consequently the engine took a dip in one of the numerous lakes on the way. The water was shallow and the engine was soon out, none the worse for her impromptu bath.

SASKATOON.

Saskatoon, Jan. 17.—Some of our local hardwareman are devoting a good deal of their spare time to curling at this season of the year. The "roarin' game" has its attractions as well as being an excellent outdoor exercise. When a trophy is at stake the excitement is great and with rock and broom the sport is carried well into the night. D. M. Leyden skips a city rink and alderman Wm. Hopkins shines as champion on the west side. A few days ago "Billy" challenged the east side to meet him on the ice with their best rink. A. E. Young accepted the challenge and "Billy" got licked to the tune of 13—9. A meeting of curlers was held to make arrangements for the coming bonspeil.

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T. Campbell had his store slightly damaged by fire a few days ago. The fire originated from an overheated stove and was checked in time to prevent much damage.

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The Canadian Northern Railway officials are preparing carloads of snow fences to be sent to different points along their line in this vicinity. So far there has been very little snow this winter but last winter taught the company a lesson which will not soon be forgotten.

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A new industry has just been added to Saskatoon in the shape of a tent-making establishment. G. C. Lawrence is at the head of the new enterprise which has started on Twentieth St. Harness making will also be a branch of the business.

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The following have been elected officers of the Board of Trade for the present year: President, M. Isbister; vice-president, H. Acheson; treasurer, T. F. Calder; secretary, A. Turner. It is felt that these will form a strong, active and energetic body of officers, and that everything in their power will be done to further the interests of the city. Indications point to vast strides being made this year in railway operations and building industries and a more suitable opportunity could not be had for showing manufacturers and wholesalers the advantages of the city as a distributing point. Situated as Saskatoon is, on three trunk lines and with the completion of the Goose Lake

branch, there will be seven different directions open for wholesale distribution. Should the new schedule of freight rates be approved by the railway commission it will be greatly to the city's advantage, being a flat rate on a mileage basis.

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The young ladies of Battleford have re-organized their hockey club for the season. It is their intention to challenge the ladies of the north part of the town at an early date.

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Beginning with this week Lanigan will have a tri-weekly train service which means a good deal to the merchants and residents of the new town.

CALGARY.

Calgary, January 15.—Beautiful, sunny weather prevails and building operations inside and out are in full swing. This regular weekly statement is becoming monotonous, but it cannot be helped, for it is true. There is not a sign of snow or ice to be seen in the city, and dusty roads are the order of the day. Stoves have been very poor stock this winter, and furnaces not as good as usual. However, hardware trade in general is good and a great deal of stock is changing hands.

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The directors of the Dominion Exhibition, which will be held in Calgary this year, are getting busy and are already getting on with the work on the exhibition grounds. On Thursday this week they gave a complimentary banquet to the city council, school board and board of trade.

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The hardwaremen seem to be taking the lead in hockey. The success of Linton & Hall, hardware merchants, in the game against the Hudson Bay Company last week brought out another hardware firm, McBride & Co., and the result was a loss to the latter, with six goals to two in favor of Linton & Hall. This was more than Ashdown's Hardware Co. could stand, and a fiercely worded challenge to McBride's was at once issued. However, the McBride men scored an easy victory, six to three, thus leaving Linton & Hall the present champions. There are still several other firms to hear from.

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Landseekers from across the line are already beginning to arrive for the coming season and are being taken out in automobiles and democrats to look over the country.

VANCOUVER.

Vancouver, Jan. 17.—Though the season of 1907 was not considered a very favorable one in the Canadian Northwest, owing to a variety of causes, the mills of British Columbia have nothing to complain of. The total of lumber sold, the big end of the stick going to the Northwest, was nearly, if not quite, half a billion feet. Of this the coast mills sold, it is figured, over 317,00,000 feet, and the mills of the interior or mountain district, 187,000,000 feet.

The estimates of the year's business are, of course, not exact to a foot, but are given very closely as follows: Mountain mills, stock beginning of 1907, 88,000,000 feet; timber cut during the year, 400,000,000 feet, of which 280,000,000 feet were turned into lumber by the mills; leaving 120,000,000 feet of logs uncut; stocks in mill yards end of season, 190,000,000 feet; leaving net sales for 1907, 178,000,000 feet.

On the coast the estimate is that 50,000,000 feet were taken from Dominion lands; stock on hand in beginning of year 100,000,000 feet; actual scale of logs (provincial lands), during 1907, 407,065,223 feet; logs in the water, etc., uncut, 160,000,000 feet; lumber in yards end of season, 80,000,000 feet; leaving balance of lumber sold from the coast in 1907, 267,065,223 feet.

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The British Columbia government announces that a "stock-taking" of all timber yet owned by the province will be made, following the recent reserve placed on all unstaked timber. This, members of government state, will necessitate a very careful survey of the timber areas of the province. All the action taken and to be taken will be in line with bringing down a progressive and careful timber policy. The reserve, the survey of timber, etc., will be the preliminary steps, and later the final policy will be announced. Until then, not even a hand-logger's license will be issued. The legislature which convened this week is to take up the subject of survey of agricultural lands in the province as a preliminary step to immigration reforms.

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Construction echoes from the Grand Trunk Pacific begin to be heard on the coast. Foley Bros., Larson & Stewart, are building the 120 miles west from Edmonton, and contracts for other sections in the mountains are to be let shortly, representatives of big contractors being now in the province to figure on the work. From Hazelton, the head of navigation on Skeena River, an item comes, which says that trains are to be running into that northern outpost by 1910, the assertion being credited to a G.T.P. engineer.

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During the coming season it is said the G.T.P. will have 500 horses in the interior of the province engaged in packing supplies for the various survey camps, etc. At the present time officials of the company are at Victoria, supposedly in connection with negotiations to be laid before the legislature at the session just opened.

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Chargeur Reunis, the French steamship company, which is entering the freight-carrying trade between the ports of Europe and British Columbia, will have its first steamer, the Ceylon, here in April. Thereafter regular sailings will be made, Antwerp being the home port of the vessels, from which sailings will be dated. The vessels, like those of the Blue Funnel line, will come via Suez, India and the Orient. The Kosmos line, the German steam-freighters, sail round the world, coming into the Pacific via Suez and India, and leaving round the Horn, or vice versa. The addition of the new company is already having some effect on quoted ocean freight rates, and corresponding reduction in quoted prices from Europe, especially on metals. In black rods, wires, etc., even the surtax of one-third the duty, does not prevent German makers competing successfully for business.

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Mineral output starts off well at the beginning of the year in British Columbia. From the Kootenays, where the chief output is from lode mining, the figures to date for 1908 are:

For the week, Boundary camp, 12,887; Rossland, 6,018; east of Columbia River, 3,216 tons; total, for week ending Jan. 11th, 22,121 tons. For the year, Boundary, 12,887 tons; Rossland, 11,572 tons; east of Columbia River, 5,081 tons. Total for year, 29,540 tons.

The Boundary mines have the first week's returns for the year, having just re-opened. They are, however, now getting back to their usual shipments. On the coast, the big Britannia mine on Howe Sound is still shut down and likely to remain so for some time.

Vancouver, B.C., Jan. 10.—While retail trade is very quiet in the city, and through the province, which is expected at this season, the wholesale trade is busy preparing for a larger output than ever. All indications point to a prosperous year. The mills will resume cutting lumber about the end of January, in order to be stocked up in readiness for the opening of trade in the Northwest; the logging camps, which, of course, depend on the mills for their impetus, will all be running full blast by the end of the month. In the mining country reports are very favorable, especially from the smelters, where enlargement of capacity is the order of the day, while some of the bigger concerns are evidently preparing for a long season of active mining work. In construction circles, there is to be considered an expenditure of over two millions by the city of Vancouver on bridges, waterworks, etc., and if railway construction is to proceed on the G.T.P. from the coast, as reported, there will be more railway building this year in B.C. than for many years past, as the Great Northern is certainly proceeding with their partly-executed plans, and the B.C. Electric is building sixty miles in the Fraser valley, while the C. P.R. has also some construction in hand, notably the branch of the E. & N. to Alberni, on the west coast of Vancouver Island, and the cutting down of the big hill at Field, where two enormous tunnels are now being driven.

Such an array of industrial activity, coupled with healthy growth in agricultural population and industry, and much building operations, presents some proof of the assertion that there is warrant for preparing for a good season's trade. A factor not included, but by no means to be neglected, is the Yukon and Atlin trade, which has assumed the status of a steady factor which can be counted on with certainty.

The withdrawal of all provincial timber lands from privilege of being staked and taken up under special license has caused a great deal of comment in timber circles in the province, but there is not much adverse criticism of the Government's policy. There is a very large area held under special license, sufficient if logged steadily, for the demands of trade for many years to come. The other side of the case is that the revenue accruing annually to the Government from licenses now in force, and good for twenty-one years, is over a million dollars. Therefore, the Government can very well turn the remainder of the public timber domain into a forest reserve for an indefinite period. The license-holders can afford to smile, for the withdrawal of all Government lands from staking privileges, makes that already staked the only available property on the market. The privilege of hand-logging has been cancelled also, so that a very different situation is now faced by the lumber industry.

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To reduce and refine all the lead concentrates from the St. Eugene and other mines in the Kootenay, the Trail lead plant has been very much increased in size. In past years many thousands of tons of lead concentrates have been annually shipped to Antwerp and Hamburg for refining, coming into competition there with lead concentrates from Australia and other parts of the worls. Now the refined product alone will be all the Consolidated Smelting Co. will ship.

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J. P. Graves, president of the Granby Co., announced that the company intended at an early date increasing the capacity of the big smelter at Grand Forks by 1,000 tons daily. Its present capacity is from 3,000 to 3,500 tons daily. The Granby mines and smelter are running full and all labor troubles have been settled. The Granby mines are at present raising about 1,500,000 tons per annum, which will be increased to nearly 1,650,000 tons if the smelter is increased.

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K. J. Morrison, a practical machinist, formerly for some years with the Dominion Steel Co at Sydney, C.B., has purchased the plant and stock of the B. C. Wire & Nail Co. This plant was badly injured by fire, but Mr. Morrison has had a force of men on taking the machines down under his personal supervision. He has rebuilt some nineteen machines in all from the twenty-three or twenty-four which were formerly in use. He expects to be at work very shortly turning out nails in large quantities. Later on Mr. Morrison intends enlarging the wire-drawing portion of the plant, completing the process by installing galvanizing appliances also. The black rods he will import from Cape Breton or direct from England, as he finds most advantageous.

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J. Ronald has located in Vancouver, representing a Manchester firm, which makes a specialty of belting made from camel's hair. The firm has a branch in Montreal, and will ship from there until arrangements are made to carry a stock in Vancouver.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

TILES—Plain enamelled, decorated majolica, ornamental, rough surface, and many other kinds, suitable for walls, hearths, furniture backs, dadoes, radiator recesses, etc. Messrs. J. H. Barrett & Co., Ltd., Stoke-on-Trent, England, are open to appoint agents in Toronto, Montreal, Winnipeg, Ottawa, Hamilton, London, Ont. [5]

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of cut nails, sizes 60D to 3D; no 40D or 4D in stock; stock in first class order; price $2 base, F.O.B. Paisley. A. Sinclair Estate, Paisley, Ont. [5]

FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville. [6]

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

QUANTITY of black sheet steel 16 gauge from 30x72 to 60x96; galvanized up to 42x96. W. S. Gordon. Tweed, Ont. (6)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

PRICES and full particulars required for 200 yards second-hand standard gauge rail (about 60-lb.) and sleepers, with 3-ton locomotive, steam jib crane complete, by C. & W. Walker Ltd., Newport, Shropshire, England. (4)

BUSINESS CHANCES

FREE OFFER TO TINSMITHS—Can you draw the pattern of a square mitre for an O.G. eave trough? If not send for full particulars regarding our sheet metal pattern course and we will send you free drawing and instructions showing how to draw the pattern for a square mitre. Address the Sheet Metal School, Box 419, Galt, Ont. (5)

PARTNER wanted to take half interest in hardware business. Must have some hardware experience and invest $1,500. Box 688, HARDWARE AND METAL, Toronto. [4]

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—A traveler for Canada, to represent a large Canadian manufacturer; must have acquaintance with wholesale and retail plumbing trade, retail hardware and gas companies; only those who can absolutely fill the requirements need apply; give references, age, married or single, salary expected. Address Box 684, HARDWARE AND METAL, Toronto. (4)

HARDWARE salesman wanted—Give age, experience, and all particulars. J. S. Moir, Arnprior, Ont. (5)

TRAVELING position wanted by hardwareman, seven years wholesale experience; 5 years' experience on road; best references. Box 687, HARDWARE AND METAL, Toronto. (6)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

WANTED—Position as foreman tinsmith; 18 year's experience; can do plumbing, lead or iron pipe. Box 685, HARDWARE AND METAL, Toronto. (5)

POSITION wanted at once as clerk; two years experience as manager of branch hardware store. Box 689, HARDWARE AND METAL, Toronto. (4)

WELLAND CANAL

Tenders for Supplies for the year 1908.

SEALED TENDERS for Supplies addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 16 o'clock on Monday, the 10th February, 1908, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1908.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Tuesday, 21st January, 1908.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, January 17th, 1908.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (5)

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Jan. 24, Room 511, Union Bank Bldg, Winnipeg, Man.

January business is reported fairly satisfactory by the jobbing houses. Orders for spring delivery are probably not so heavy as a year ago, but the trade is rapidly regaining confidence. Mild weather is making this a very easy winter for the railways, and there are few complaints of delayed shipments. Values are steady.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—Discounts are 50 and 5 per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 10 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75, grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred, 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 33½ per pound; plain, 28½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600W, cylinders, 80c; capital cylinders, 55c and 50c, solar red engine, 30c; Atlantic red engine, 29c; heavy castor, 28c; medium castor, 27c; ready harvester, 28c; standard hand separator oil, 35c; standard gas engine oil, 35c per gallon.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 70 cents; Calgary, 97 cents; Lethbridge, 97c; Edmonton, 98c. Less than barrel lots, 5c per gallon advance. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

FURNACE PROVIDES VENTILATION.

Those who advocate the use of other styles of heating systems are apt to point out that the furnace requires an excessive amount of coal to heat a building as compared with their systems, but they do not consider that the furnace provides in addition to heating excellent ventilation and the increased amount of fuel used should be charged to ventilation.

THOMAS J. DRUMMOND HONORED.

Thomas J. Drummond, of the firm of Drummond, McCall & Co., Montreal, has been elected by acclamation president of the Montreal Board of Trade in succession to George Caverhill, of Caverhill, Learmont & Co. Farquhar Robertson was elected first vice-president; George Cains, second vice-president; and J. R. Binning, treasurer, all by acclamation. Elections will have to be held for the Board of Trade Council, and the Board of Arbitration, as there are thirteen nominations for the twelve seats on each board.

Mr. Drummond was born in 1860 in Leitrim, Ireland. He came with his parents to Canada in 1864 and has made his home in Montreal since then. In 1881 in conjunction with James T. McCall, and his brother, George E. Drummond, he founded the well-known firm

of Drummond & McCall and has bee closely identified with the iron and steel industries of Canada ever since. The extent of this connection can be seen from the fact that Mr. Drummond is



T. J. DRUMMOND,
Elected President of the Montreal Board of Trade for 1908, by acclamation.

vice-president of the Canadian Iron and Foundry Co., vice-president of the Lake Superior Corporation, vice-president of the Algoma Railway Co. and director of the Canada Iron Furnace Co., and in addition holds offices in other well-known organizations.

For many years Mr. Drummond has been an active member of the Board



GEORGE CAVERHILL,
Of Caverhill, Learmont & Co., Retiring President of the Montreal Board of Trade.

of Trade. In 1906 he was chosen vice-president by acclamation, last year first-president, and now the final honor has been conferred upon him, also by acclamation. Mr. Drummond has been away from Montreal for some time on a visit to Europe. He sailed from Liverpool on his way home on Wednesday.

The First Cost

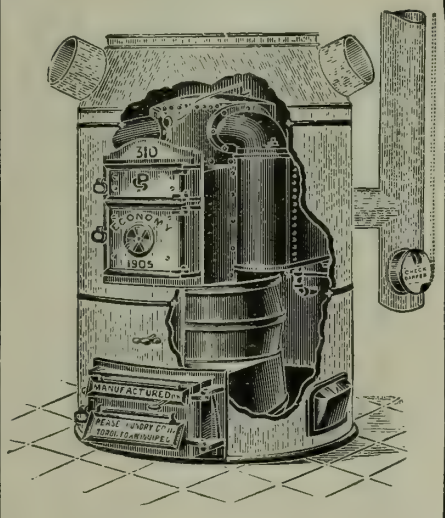
of a furnace is not half so important as the **Working Cost.**

Remember if the furnace you sell and install does not give satisfaction the customer will hold you responsible.

We do not claim

ECONOMY

Furnaces are the cheapest on the market, but rather the best, and in being the best they are actually the cheapest.



"ECONOMY FURNACES"

Cost More to Buy

BECAUSE they are made of more metal and better metal than the "cheap" kinds.

"ECONOMY FURNACES"

Cost Less to Keep

BECAUSE with ordinary intelligent care they will last longer than any other make on the market.

BECAUSE with their non-contracted castings and large surface they can supply more warm air on a smaller consumption of fuel.

BECAUSE they give better service with far less time and trouble for firing, cleaning or repairing.

An agency for Economy Heaters is considered (by those who know) to be their most valuable asset.

Pease Foundry Co., Ltd.,
TORONTO

Pease-Waldon Co., Ltd.,
WINNIPEG

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment—
it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co.
Limited
PAINT MAKERS
WINNIPEG and CALGARY

Practical Talks on Warm Air Heating

The Twelfth of a Series of Articles by E. H. Roberts.

Warm Air Heating Plant for Church.

The fact that most of the mistakes in furnace heating come from a failure to grasp the fundamental principles of warm air circulation is illustrated by the following letter from a dealer in a Western town:

Gentlemen,—There is a Catholic Church here to be heated by a warm air furnace, and we are mailing you blue prints under separate cover. Only the auditorium requires heating, and we wish to set the furnace as near the centre of the building as possible, with warm air registers in each corner and cold air returns from both ends of the building. Please send us working plans and estimate of cost for your—Furnace and all necessary materials by return mail, if possible.

On examining the blue prints, we found that the building was 100 feet long, the width at the entrance 32 feet and at the sanctuary 42 feet, with an average height to ceiling of 23 feet. Of course, the dealer's idea in placing the warm air registers in the four corners of the auditorium and the cold air faces at the extreme ends was to produce an even temperature; but a little thought on the subject ought to convince anyone that the arrangement suggested would not secure the desired results and would certainly render the furnace comparatively inefficient.

Circulation Would Be Slow.

If the furnace were placed in the centre of the building and warm air connections made with registers in the corners of the auditorium, the warm air pipes would be at least 36 feet long and the cold air returns about the same length. Now as the evenness of the temperature in a room like this is determined almost entirely by the rapidity of the air circulation, and the circulation depends upon the elevation of the warm air pipes and the strength of the cold air supply, it is apparent that the circulation in this case would be very slow indeed, and it is equally certain that most of the heat generated by the furnace would be lost by friction and radiation in basement.

But there is still another and very important reason why a plant installed in this manner would not prove successful.

All along the walls of the building the air is falling as it comes in contact with this exposed surface, and the current of descending air would conflict with the ascending current of warm air if registers were placed near outside walls, and a very sluggish movement would inevitably result.

Simplest and Most Economical Method.

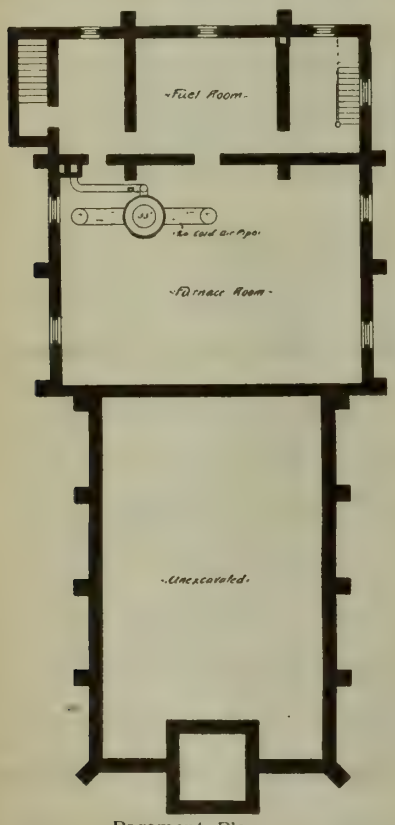
The accompanying drawings show the floor plans of the church in question and indicate the simplest and most economical method of heating the building. The warm air register is shown directly over the furnace, so there will be nothing to interfere with the freest possible delivery of heat into the auditorium, and the cold air returns are almost equally direct.

There may be a question in the minds of some, however, as to whether a furnace placed in this manner will heat the farther corners of the church as thoroughly and evenly as a furnace having the long warm and cold air connections. To make it clear that a furnace placed according to accompanying plan will produce an even temperature, we have made a detail, showing, in a general way, the circulation of the air in a plant similar to the one recommended for this building. As noted by the arrows, the warm air from furnace chamber passes straight up through warm air register and gradually diffuses as it approaches ceiling, then follows along ceiling to outer walls, where it gradually descends to replace the air which has been cooled by contact with the exposed surfaces.

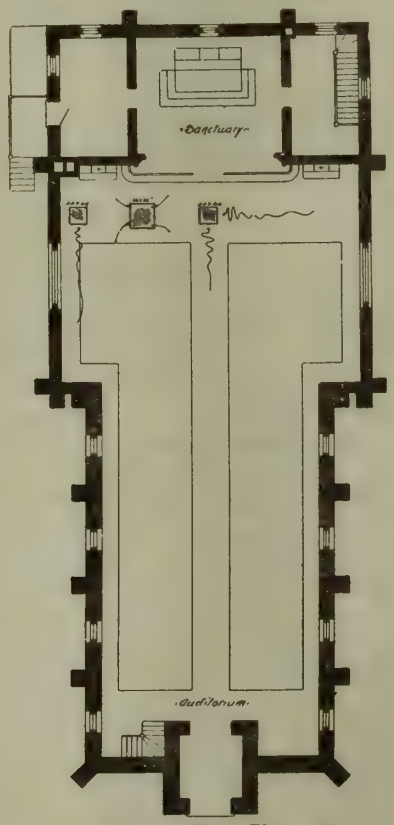
Continuous Current of Heated Air.

This descending air, as you can readily see, is not cold air, at least not after the furnace has been in operation a short time, although it is cooler than the air coming directly from furnace, and the effect of this circulation is to envelop the whole interior of the building in a continuous current of heated air that warms the room just as the Gulf Stream warms the countries with which it comes in contact.

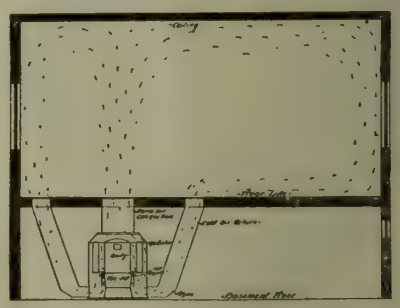
Now in regard to cold air returns: we advise short ones wherever practi-



Basement Plan.



Ground Floor Plan.


Detail Showing Circulation of Air.

cable, for three reasons; first, the cold air will circulate through short vertical or oblique pipes more rapidly than through long, horizontal ones; second, the air which is carried back to the furnace is not, as we have seen, cold air, although it is cooler than the air that comes directly from the furnace; consequently, by placing the cold air faces at the extremities of the room you would lose the benefit of considerable warmth from this returning air and you would increase the amount of space to be heated by just the capacity of the ducts; third, the long cold air ducts add very materially to the cost of the plant, besides increasing the chances for air leakages, and are apt to spoil the basement for purposes for which it might be wanted at some future time.

There are, of course, places where long ducts are unavoidable, for in order to get satisfactory results from short cold air connections it is necessary to have an open room with no obstructions that will prevent the free circulation of the air along the floor. Even a gallery at one end of the building may necessitate a long air duct in order to get the proper circulation, unless there is a stairway connecting it with the auditorium proper or registers in the gallery floor that will allow the descending currents to pass through.

By placing the furnace as shown on our plan there is also the advantage of a short smoke pipe connection, and the value of this can hardly be estimated, for unless the draft of the furnace is good, it is impossible to get satisfactory results, no matter how good the furnace nor how carefully the plant is installed.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Tinned Steel.

Taylor Bros., hardware merchants, of Carleton Place, write: "Do you know any person in Canada stocking tinned steel suitable for making cheese hoops and pressed bottoms for the same?"

Answer.—A. C. Leslie & Co., and B. & S. H. Thompson, Montreal, and the following firms in Toronto carry a line of tinned steel suitable for your needs. McClary Mfg. Co., Kemp Mfg. Co. and Samuel Benjamin Mfg. Co.—Editor.

Fire Escapes.

J. H. Black, Cobalt, Ont., writes:—"Let me know the address of a firm making iron ladders and fire escapes, suitable for use in hotels."

The Dennis Wire & Iron Co., London, Ont., make a high-class fire escape and ladder which we think will meet with your approval.—Editor.

Church Bells.

Nichol Clink, Arbaka, Man., asks for name of firm who can supply metal church bells.

Answer.—James Morrison Brass Mfg. Co., Toronto, handles a large variety of this line of goods.—Editor.



A Suggestion

You will find it pays to keep some sort of a "perpetual inventory" of your paint and varnish stock. Stock is often scattered about, some on the shelves or floor, some in warerooms or basement, and some, perhaps, on display in your window. By having a record of just what is in stock, at your fingers' ends for daily reference, you will avoid the possibility of stock getting too low, or on the other hand, of ordering when you have sufficient on hand. It will save time in waiting on customers and be useful in many other ways.

A very simple method of keeping a record of this kind is to take large sheets of heavy paper or cardboard. Devote one or more sheets to

SHERWIN-WILLIAMS PAINT, PREPARED, (S.W.P.)

Rule sheets into squares. Head the columns across the top with size packages—Qts., ½ Gals., Gals., 5s, etc. Down the left edge insert the name or number of shade—394, 462, 481, etc. Enter in each square the quantity of that particular kind you have in stock. When you sell a bill of goods deduct the amount sold. When you buy a bill of goods add the quantity bought, upon arrival of goods.

Make up similar sheets for every piece of goods you carry—varnishes, shelf goods, specialties, etc. With some of the items several may be included on one card.

We want to do everything possible to help all S-W. Agents in handling their business advantageously and believe this suggestion will be of value to some of our agents.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

292

Telegraphic Addresses: **"COLOURS,"** Matlock Bath; **"STEADY,"** Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

Importance of Perfect Ventilation

An Article by R. C. Fay Treating of the Relationship Between Pure Air and Proper Heating—How the One May be a Detriment to the Other.

The writer recently took occasion to show, if possible, the great responsibility which is assumed by the builders of to-day, when erecting modern buildings for either domestic or commercial purposes. During the course of an article, the question of ventilation was given more or less attention, bringing to the reader's notice sentences where the health, and often the life of tenants, hinged on the ventilating methods employed.

If a person were compelled to breathe the same air over and over again, it would rapidly become unfit for use and dangerous to life. There are organic substances given off in respiration which are poisonous when breathed again, consequently proper precautions must be taken to provide constant change of air. It is easier to ventilate ordinary dwellings, as the fresh air finds its way in through walls, joints, around windows, doors, etc., but in large buildings, schools, churches, theatres, etc., a constant supply of fresh air must be provided, thoroughly warmed, by the heating apparatus, to the proper temperature.

One of the best and most widely known methods of ventilation is embodied in the direct-indirect radiator.

This indirect radiator is one of the greatest inventions of the age ; the cold fresh air from the outside being brought into the radiator case, where it is thoroughly warmed, and emitted from the fresh air register, supplying a constant stream of warm, fresh air, and at the same time promoting perfect health among the occupants of the building.

The box or case enclosing the radiator is made of seasoned wood, lined with asbestos and bright tin. The sides of the box almost touch the ends and sides of the radiator, so that the cold air getting in through the duct is compelled to pass up through the sections of the radiator on its way to the rooms above. In the construction of the air duct, care should be taken to provide a slide as shown in the accompanying illustration, so that the air may be cut off, when the radiator is not in use.

Another efficient form of ventilation is made possible by converting any radiator into a direct-indirect radiator by means of a cast iron box base shown in the above illustration.

The mission of the direct-indirect or ventilating radiator is the same as the indirect radiator, namely, to permit the operator to supply plenty of warm, fresh air, forcing out the impurities which are naturally present in the rooms above. The box base to be efficient should be equipped with a device so that either the bottom or back inlet can be used.

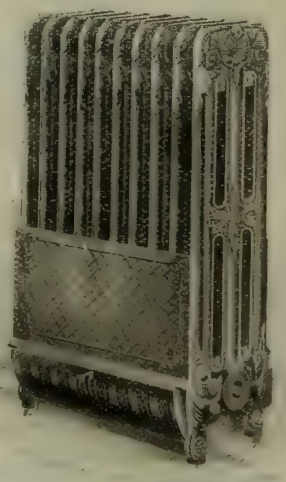


Fig. 2—Illustrating Conversion of any Radiator to Direct-Indirect Type.

The wall box, or fresh air inlet, as illustrated above, is placed on the outside of the wall, and is equipped with a close meshed brass cloth which prevents leaves and other foreign matter from interfering with the passage of fresh air through the air duct into the box base.

There are two ways of moving air for ventilating purposes ; first, by expansion due to heating, second, by mechanical means.

We have considered the former method (by heating) in the preceding paragraphs, but ventilation by mechanical means is of equal, if not greater importance, as the erection and construction of buildings often interfere with these methods.

Ventilation by mechanical means is accomplished either by pressure or by suction. The object in either case is the same, namely, to supply fresh air of the proper temperature

The air inlet, wherever possible, should be located in or near the ceiling of a room; the advantages to be gained by such construction are many, but space only permits mentioning the most important. The warm air displaces the impure air, and gradually the room becomes filled with pure fresh air, the cooler air sinking to the bottom, where it is taken off by the ventilating shaft.

When the air inlet is placed in or near the floor it acts as a receptacle for dust from the room, and a capital place for the breeding of microbes.

The outlet for air in the above construction should be placed as near the bottom of the room as possible, connected with a flue of ample size and kept at a temperature higher than that of the surrounding air, unless mechanical circulation is used, when the natural pressure will keep up the necessary circulation.

The extraction of impure air by fans has many advantages, as, when they are used as the extracting forces, the draft is very easily regulated simply by altering the speed at which the fan is driven.

In passing through the aisles of a large manufacturing plant one does not have to be a student of humanity to observe the drawn, peaked faces of boys and girls who are operating the machinery, or doing "piece work." Possibly a casual observer will attribute this condition to long hours, another to their work, and still another to diseases firmly implanted in the bodies of these workers. It may be one cause, or it may be another, but if the true facts were known, the secret of the suffering of these workers lies, many times, in the poor ventilation and the lack of sunlight in the factory room where perhaps hundreds of girls and boys and men and women are breathing the same air over and over, the only relief being from an open window, the draft from which causes disease and is eating the life out of the misguided individuals who remain in its path because of the fresh air thus obtained.

It would be hard to reckon how many deaths annually can be laid at the door of commercial enterprises where little or no thought is given to the "importance of ventilation."

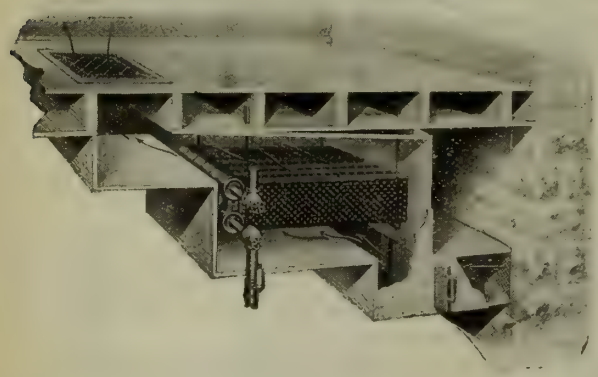


Fig. 1—Showing Installation of Direct-Indirect Radiator.

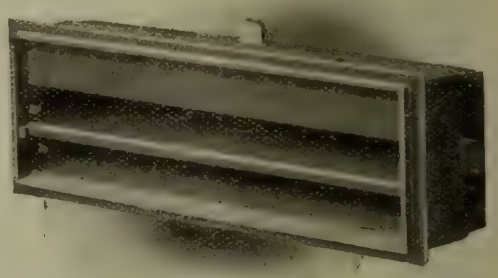


Fig. 3—Wall Box or Fresh Air Inlet.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Advertising St. John.

The St. John, N.B., Board of Trade has issued a magnificently gotten up book describing and illustrating the manufacturing and commercial possibilities of the progressive Maritime port. The cuts are exceptionally fine, and from them a good idea can be gleaned of the industrial activity going on, and the splendid location and dock facilities of the city. The purpose of the book is to set forth the exceptional advantages possessed by St. John ; not only in situation, but in its facilities for receiving raw materials, and distributing the manufactured product, its climatic advantages for securing the most productive labor, and the safety of capital invested. The various points enumerated here are set out in convincing detail, and the illustrations lend additional strength to the statements. The following firms are represented by interesting cuts : E. Partington Pulp and Paper Company's mills; Stetson, Cutler & Co.'s lumber mills; Portland Rolling Mills; James Pender & Co.'s nail works; Maritime Nail Company; St. John Iron Works; T. McAvity & Sons' iron works and brass works; T. S. Simm's brush factory; Christie Wood Working Co.'s plant; Lawton Co,'s planing and molding mill; James Fleming's foundry; Jas. Robertson Co.'s works; C. H. Peters. Sons' tannery; Cornwall Cotton Mills ; York Cotton Mills; J. E. Wilson, foundry; Hamm Bros., biscuit manufactory; the White Candy Co.; Rankine, biscuit works; St. John Milling Co,'s mill; D. F. Brown, paper box and paper company; Murray & Gregory's lumber mills; Campbell Bros,, axle and edge tool works, and the Canadian Bank Note Company. Among the many fine views of the city is one of the harbor taken from the Emerson & Fisher building.

The Frost Company's Products.

The Frost Wire Fence Company, Hamilton, have presented their annual catalogue to the trade. The book is an attractive and well compiled type and shows half-tone engravings of the different fences and gates made by the above company. The cover is particularly attractive, containing a farm scene with a sample of the "Frost Fence" enclosing a pasture in which may be seen a herd of cattle against a background of trees. The Frost Company's goods are seasonable at this time and dealers will receive a copy of their new catalogue on request by mentioning this paper.

Samples of Tile Flooring.

The Barton Netting Company, Windsor, Ont., offer to the trade a new catalogue and tile samples. These will be sent to dealers on request by mentioning this paper. The Barton Netting Co. is an old-established Detroit house and feeling that the interests of their Canadian business needed a separate branch the company has been incorporated with headquarters at Windsor.

ROOFING

Fire, Lightning, Rust and Storm Proof.

Corrugated Galvanized Iron

now being extensively used for Farmers' Barns—requires no Sheeting — Corrugations are all pressed—not rolled—easy to apply.

Are you after this profitable trade ? Carpenters will get it if you do not.

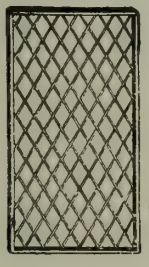
We shall be pleased to quote you.

The Metallic Roofing Co. Limited

MANUFACTURERS

TORONTO - AND - WINNIPEG

"If It's Made of Wire We Make It"



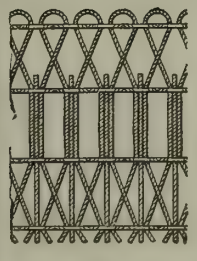
Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.
Shall be pleased to quote on this seasonable line.

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ORNAMENTAL WIRE LAWN FENCE. Sold in Rolls
With or without posts and rails.

You can sell our

Wire and Iron Fences, Gates, Lawn Seats, Vases, Trellises

and other specialties for **Lawns** and **Cemeteries** from Catalogues.

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Dennis Wire and Iron Works Co.
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LONDON, ONT.



WIRE AND IRON GATES
Extra Quality
Special Prices to the Trade

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

By paying attention to harbor improvements at Port Stanley, the customs receipts at that port have increased by $80,000 in the past five years.

The summary report of the geological survey for the past year was presented to parliament last week. Reports show the various discoveries and indications point to a many deposits in the western provinces so far unsurveyed.

Guelph wants additional buildings for the accommodation of the annual winter fair. The city favors the erection of steel and cement buildings at a cost of between $20,000 and $30,000. A delegation will be sent to Ottawa to interview the Dominion Government.

New Liskeard is experiencing some difficulty with the new waterworks system. A pressure of 200 pounds to the square inch, which was put on the pipes proved too much and a number of joints blew out. The citizens are satisfied with the water supply which has to date been very limited.

Owing to the scarcity of pig iron the steel plant at the Canadian Soo will close down for an indefinite period. Nearly the whole staff of workmen will be kept on, however, making repairs and alterations that are deemed necessary. The blast furnaces will be kept working at their fullest capacity.

John R. Ralston, of Toronto, has written the Brantford council asking what inducements this city can offer to an industry to be established for the manufacture of all kinds of glassware. The industry in question would have a pay roll of $1,175 per week and the writer states would employ a considerable amount of hands.

At the annual meeting of shareholders of Alex. McArthur & Co., mfrs. of paper and roofing materials, Montreal, the reports showed the affairs of the company to be in a satisfactory condition. The following directors were re-elected : Colin McArthur, D. J. Munn, F. Robertson, C. P. Tucker, E. J. Rowlands. At a meeting of directors, held immediately afterwards, the following officers were appointed : President, Lt.-Col. C. McArthur; vice-president, D. J. Munn; secretary-treasurer, E. J. Rowlands.

The Fordwick Company has transferred to the Vulcan Portland Cement Company a large block of land in Longue Pointe, Que., with buildings, plant, and machinery thereon. The construction of the plant has been in the hands of the Fenwick Company, the present registration being the formal transfer of that portion of the work completed. The construction started in November, 1906, and it is expected that the plant will be in working order by May. The concern, it is said, will give employment to 400 men.

The Kootenay board of trade at its annual meeting at Nelson, B.C., passed a resolution in favor of the lead bounty applying when the price of lead is no higher than £16. S. S. Fowler, in support of the change, said many properties could not ship profitably at less than £18 and, moreover, the British Columbia mines even at that price, did not get as high a price for their product as did the United States. The Trail board had endorsed the resolution as coming from Nelson on this matter, recommending, however, that a bounty on lead under £18 instead of £16 be asked for. He therefore moved that the modification of the Nelson resolution made by Trail be endorsed. After some discussion the motion was passed unanimously.

Railroad Construction.

Arrangements are being made by the G.T.P. for the construction of a large hotel at Prince Rupert, the building to cost a quarter of a million dollars.

During 1907 the total number of miles of track laid reached the figures 1,099. It is estimated that there are 3,000 miles of track under construction in Canada at the present time.

The lack of railroad ties is holding back the construction on the G.T.P. Of 5,000,000 ties contracted for only about 500,000 have been delivered so far. This number is said to be sufficient for laying 40 miles of tracks.

A large amount of bridge work is contemplated on the main lines of the C.P.R. and in British Columbia, where many wooden bridges will be replaced by modern permanent structures. A large amount of money will be spent in replacing the old structures.

The work of double tracking the C.P.R. from Fort William west will be continued this year. A long distance has already been covered and it is the intention to push the double tracking to completion as rapidly as possible.

The Grand Trunk Pacific Railway has a very large programme of construction work laid out for the coming season, and judging from the present plans of the corporation, a large number of men will be required to carry out the work. The total amount to be spent this year in construction work is very large and, in fact, it is the intention of the company to do as much as possible. Work will be commenced just as soon as the season opens and the present outlook is that there will be plenty of work at railway construction at least in Western Canada during the coming summer.

Building Notes.

A. Hutchins, Toronto, will erect brick dwellings to cost $7,000.

Harris Abattoir, Toronto, will build a water tank at a cost of $3,000.

J. H. Smith, Toronto, will erect a two-storey brick factory at a cost of $10,000.

W. S. Thompson, Toronto, will erect a brick row of stores and dwellings to cost $18,000.

J. H. Smith, Toronto, will erect a two-storey brick factory in the spring, at a cost of $10,000.

The Gendron Manufacturing Company, Toronto, contemplates alterations on their factory at a cost of $12,000.

The Dominion Government will spend $100,000 for a new post office and customs office at Saskatoon during the year.

The Ontario government will build a galvanized iron experimental plant on Clifford Street, Toronto, at a cost of $3,000.

London is to have one additional fire hall, situated in the northern part of the city, to be erected at a cost of $19,000.

The Imperial Trusts Company of Canada contemplate building an office building in Toronto at a cost of from $35,000 to $40,000.

The contract for the new observatory to be erected at Toronto has been let to Brown & Love, Toronto. The contract price named is $90,000.

The Canada Railway News Co. will erect a hotel at Norway Point, Lake of Bays district. The new hotel will be up-to-date in all respects and will be opened about June 1.

Excavation has been started for the James Morrison Brass Mfg. Company's new four-storey brick factory and warehouse, Toronto, which will be erected at a cost of $60,000.

A HARDWARE ENCYCLOPEDIA.

The Simmons Hardware Company, St. Louis, Mo., has just issued its complete catalogue, which has appropriately been styled "Simmons' Hardware Encyclopedia." This formidable volume contains, exclusive of inserts, 4,200 pages, with over 21,000 illustrations, and covers over 79,000 items. The book is clearly and conveniently indexed and is divided into the following departments : Tools and Farming Implements, Miscellaneous Hardware, Builders' Hardware, Harness and Strap Goods, Stoves, Tinware, etc ; Cutlery, Shears, etc.; Guns, Fishing Tackle and General Sporting Goods ; Bicycles and Bicycle Sundries ; Sewing Machines ; Baby Carriages, Refrigerators and Freezers ; Baskets, Reed Furniture, Brass and Iron Beds ; Lamps and Clocks, Cut Glass and Silver Plated Ware. Another department refers to what are termed mail order goods, including numerous lines, machines, etc., which a merchant might require for his own use or order for his customer, but would not be likely to carry in stock. Other valuable matter incorporated in the catalogue refers to advertising helps and supplies, electrotypes, etc., advertisement forms, window displays and suggested retail selling prices on Keen Kutter goods. From the statistics given above it might be gathered that the size of this publication is its salient characteristic, but such is not the case. Huge and substantial as it is, the book is even more remarkable for its exhaustive treatment of the many and varied lines with which it deals. It contains not merely general information, but minute and specific descriptions touching upon practically every detail concerning which a retail merchant or his customer could make inquiry. In fact, it amply merits the title of encyclopedia, which has been claimed for it, and can only command the unstinted admiration of the entire trade. It would be regarded with nothing less than wonder by any who were unfamiliar with the development of hardware cataloguing within recent years.

CANADA PLATES

Galvanized

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Half Bright

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A. C. LESLIE & CO.
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MONTREAL

Wire Nails
Tacks
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LIMITED
HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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JOHN FORMAN, - 644 Craig Street
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New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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HESPELER - - - ONTARIO



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The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

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Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

M.R.M. CO.

HORSE SHOES

Our long experience and careful study of the Farrier's wants have enabled us to produce Horse Shoes possessing the necessary qualities to ensure satisfaction to those using them.

For material, shape, crease, punching and finish, there are no better shoes made than **"M.R.M.,"** and they are acknowledged by many of the leading Horse Shoers of this country to be the best they have ever used.

Made by

— The —

Montreal Rolling Mills Co.

MONTREAL HARDWARE AND METAL DINNER.

The seventh annual dinner of the Montreal Metal and Hardware Association was held at the Forest and Stream Club, Dorval. J. R. Kinghorn, of the Montreal Rolling Mills, president of the association, was in the chair, and William Starke, of Starke-Seybold, in the vice-chair. The toast list was short, the various healths being greeted with brief speeches from several of the members. Songs and piano solos added to the enjoyment of the evening. A return to Montreal was made about midnight by a special Grand Trunk train. The members and guests attending were H. Allen, A. W. Allan, K. R. V. Andras, P. G. Buck, W. E. Buck, George Caverhill, Geo. A. Childs, Arthur Clift, Jas. Davidson, E. R. Dorken, H. W. Dorken, J. S. N. Dougall, C. H. Godfrey, W. J. Hayes, F. C. Hanson, J. H. Hanson, T. McHutchison, T. H. Jordan, G. A. Kohl, W. S. Leslie, W. McMaster, T. H. Newman, Gordon McT. Pyke, N. S. Reeder, H. Sclater, Frank Scott, Gordon Seybold, Col. Robert Starke, G. R. Starke, J. Stanley Cook.

WRENCH DISPLAY STAND.

How to properly display goods so to make the display attractive and at the same time to bring the goods before the



Attractive Stand for Displaying Wrenches.

user is always a problem with the merchant. The manufacturer who makes a large line of certain kinds of goods has the same problem confronting him. To bring the goods before the user in an attractive manner is the problem.

This problem has been solved in a very effective manner in the construction of a metal stand for carrying wrenches. This stand is capable of holding twenty different types and sizes of wrenches. The size of this stand is 17 inches high with a base 7 inches in diameter. The display stand is nickel-plated and highly finished and when it is mounted full of wrenches it makes a very attractive window or show case display.

This stand is being manufactured by the Frank Mossberg Co., of Attleboro, Mass., for the display of their wrenches, and is offered to the trade with their goods.

CEMENT WORKERS' TOOLS.

John Stortz & Son, manufacturers of cement workers' tools, have added to their extensive line, among others, the



Fig. 1.

following tools especially adapted for pavement work:

Fig. 1 shows an iron indentation or dot roller. These tools are used to give the pavements a pleasing finish and to prevent slipping in sleety weather. They are made in two sizes, 6 and 7½ inches, the indentation being made 7-16 and ½ inch from centres. An extension handle can be used in conjunction with the roller, where a long handle is desired, as a handle of any length can be attached thereto.

Fig. 2, shows an inside radius curb tool, or edger. This tool is especially designed to finish the edges of concave curbs, circular walks, etc., when the ordinary curb tool can not be used, but through its peculiar shape it can also be used for all kinds of curb or edge work. It is made in all the radii from ½-inch to 2-inch, and is finished in either bronze or iron. The handle is of hard maple and can not become loose and turn, as it is firmly held, not only by the screw, but also by lugs cast on the inside of the handle frame.

Fig. 3 shows their driveway impression frame, recommended instead of the ordinary hand driveway tools, especially where there is a large quantity of prevent horses from slipping or for ornamental purposes.

Their line of cement workers' tools, tampers, etc., is very complete. They will send their complete catalogue upon request, if Hardware and Metal is mentioned.

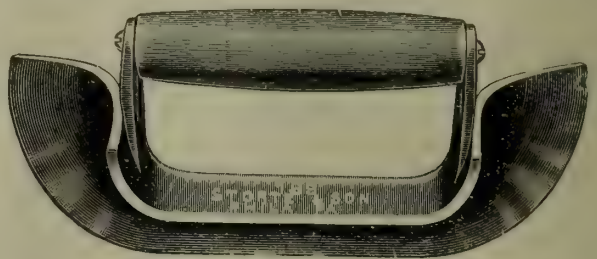


Fig. 2.

work to be grooved or impressed, as the tool makes twelve heavy impressions, $4^{3}/_{4}$x$4^{3}/_{4}$ inches with each impression, to

QUEBEC TRAVELING SALESMEN.

The second annual banquet of the Commercial Travelers' Association of the district of St. Hyacinthe took place on Saturday, Jan. 11, and was a great success.

Auguste Seguin presided, and with him were: Dr. St. Jacques, mayor of this city; Joseph Morin, M.L.A.; M. M. Maxwell Murdock, H. W. Wadsworth, secretary of the Dominion Commercial Travelers' Association; A. L. Friedman, treasurer of the same association, all of Montreal; J. Vanfelson, president of the Commercial Travelers of Quebec; M. M. J. N. Cabana, vice-president; J. C. Rouleau, secretary; Edmond Duckett, treasurer of the Commercial Travelers of St. Hyacinthe and others.

Mr. Seguin, in his annual address, recalled the fact that, though very young, the St. Hyacinthe travelers have already given proofs that they are strong, when they elected Mr. Duckett, as a director of the Dominion Commercial Travelers' Association.

TO PROTECT BRITISH CUTLERY.

The Cutlers' Company, the Chamber of Commerce, and the United Cutlery Council (representing the workmen) of Sheffield, have agreed upon a form of mark for the distinguishing of foreign made cutlery from that of British manufacture, and suggests an amendment of

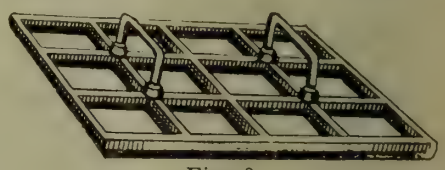


Fig. 3.

the Merchandise Marks Act so as to provide for the adoption of the proposed mark.

The mark decided upon by the Sheffield trades consists of the words "Not British," the word "not" being interwoven with the word "British" that it cannot be ground off a knife-blade by fraudulently-disposed persons.

Paint and Oil Markets

TORONTO.

Toronto, Jan. 25.—A marked change has passed over the paint markets during the past week and jobbers in local centres are experiencing the revival of business we predicted in the previous issue. The commodities used for the manufacture of paint are all beginning to move, the reasons for which are significant. During the fall of 1907 little booking for future delivery was done by any of the Toronto houses and in consequence stocks, especially in the rural districts, are very low at present and the orders for replenishing are beginning to come in.

Turpentine and white lead have furnished several surprises during the past week and in the case of the former an advance of from 2 to 5 cents has taken place. White lead remains unchanged but it is believed in local circles that the bottom has been reached and that an advance in quotations will take place in the near future.

There is every prospect of a busy spring season, jobbers being of the unanimous opinion that this week's business compares favorably with the same date last year.

Turpentine—Owing to the sudden advances in Savanna, importers have been buying sparingly, it being generally believed that the price would soon recede. The outcome of the cautious buying has made turpentine a scarce article in Toronto and though a small shipment is expected to arrive shortly the situation will not be cleared for some time. The market has remained steady during the past few days, but an advance of five cents marks the extent of the fluctuations of the past week. We now quote: Single barrels, 75c; 2 to 4 barrels, 74c. Less than barrels, add 5c per gallon.

Linseed Oil—There is a fair demand for linseed oil at present and quotations remain steady. An advance is confidently expected in local jobbing circles, as the English oil would cost more in car lots at Toronto than the price quoted on single barrel lots. We still quote: Single barrels, 60c; 2 to 3 barrels, 59c; 4 to 9 barrels, 58c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms, net, 30 days.

White Lead—During the week an increasing demand has been noted for this commodity and though prices remain unchanged, an advance is predicted. Some local jobbers have, when feeling for trade, done some price cutting, but with the market in its present condition there will likely be very little doing along this line. Prices are as follows: Genuine white lead, $6.75; No. 1, $6.50.

Red Lead—Since last week prices have remained firm, and the demand is beginning to assume spring proportions. The bottom of the market is felt to have been reached and a small increase over present quotations is expected. We quote: Genuine, in 100 lb. kegs, $6; Genuine in 560 lb. casks, at $5.50; No. 1, $5.

Petroleum—The demand is fairly steady at present and no change of prices has occurred. Quotations remain: Prime white, 13½; water white, 15, and Pratt's astral at 17½c.

Glass and Putty—Glass is moving quite freely and the demand for putty is beginning to be felt in local circles. Prices remain unchanged. Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Shellac—The shellac market is steady at present. With no change in quotations, the demand is fair for this material. The following prices prevail: Pure white, in barrels, $2.25; pure orange, $2, and No. 1 orange, $1.

Varnish—The demand for varnish remains steady. Small orders alone are being booked. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

MONTREAL.

Montreal, Jan. 24.—This week has shown a very material change in the situation, and orders are now coming to hand in quite a satisfactory way. It would appear as if the turn of the year had dispelled the uneasiness which marked trade during the closing months of 1907, and a good spring demand is expected. As far as can be ascertained, stocks of paint and oils in the country are very light, so that the re-establishment of confidence in the general situation of the country will cause an earlier demand than usual.

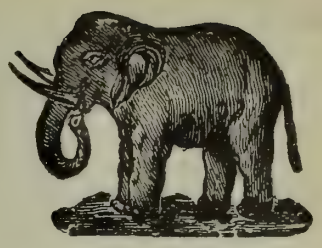
Linseed Oil—Linseed oil is practically without change, the fluctuations in the primary markets being insignificant. Prices are holding after last week's shading, and we quote: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Turpentine—The recent advance in this article in the primary markets is thought, in well informed quarters, to be too sharp, and that a reaction is more than probable. Consequently, local dealers have not advanced prices so far. However, if the increase is maintained for a few days, new prices will be in force shortly. At present we still quote: Single barrels, 70c; wood distilled turpentine, pure, 64c.

Ground White Lead—It seems to be the general opinion that prices have touched bottom, and with the revival of business figures are likely to advance in sympathy with the raw material. We quote: Government standard, $6.50; No. 1, $6.25.

Red Lead—Prices are steady after the recent fall of ¼c, and are expected to show a reviving tendency now that the raw market is improving. We continue to quote: Genuine red lead, in casks, $5.75; in 100-pound kegs, $6; in less quantities at $6.75 per 100 pounds. No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities $6.50.

Dry White Zinc—This line continues in small demand. Owing to light supplies, prices are maintained as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.



THE DEPTHS OF HUMAN FOLLY HAVE NOT BEEN REACHED IF ANY ONE DECLARES THAT THERE IS A BETTER WHITE LEAD THAN THE

"ELEPHANT" GENUINE

THE STANDARD FOR OVER FORTY YEARS.

. . . . . .

PAINT MAY COME AND PAINT MAY GO, BUT THE "ELEPHANT" BIDS FAIR TO "GO ON FOREVER."

Address the Paint Providers:

THE CANADA PAINT COMPANY LTD

White Zinc Ground in Oil—There is nothing to note in this market. The demand is steady, and prices are firm. We quote: Pure, 8½c; No. 1, 7c; No. 2, 5⅜c.

Varnishes—Varnishes are generally in good demand at present owing to unusual activity in some of the large consuming factories.

Putty—Putty is still in light demand, but a continuance of the fine weather will soon bring about a change in this respect. Prices remain at: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty in barrels, $1.95.

ELBOW GREASE AND PAINT QUALITY.

Retailers of paints are frequently asked the question, "How should the consistency of paint be varied for the different surfaces?" A noted paint authority answers this as follows:

The painter should understand these requirements. The priming coat, being the one on which the adhesion of the entire paint film depends, should be most carefully considered. It should be sufficiently liquid to penetrate every pore and irregularity of the surface, carrying with it particles of the pigment; but this fluidity must not be obtained at the cost of the future strength of the dried film. For the priming coat it is customary to add a quantity of oil and some turpentine or benzine. It is easy to overdo both. Only enough of the volatile thinner should be used to avoid a high gloss, to which subsequent coats will not readily adhere. Hard, unabsorbent woods require a thicker priming coat than spongy woods, such as poplar, soft pine, etc. Resinous woods, like yellow pine, again, require special treatment—a preliminary varnishing of knots and resinous spots with shellac, and subsequent priming with a fluid priming coat containing an excess of turpentine.

The second coat, which in many instances is also the finishing coat, should be tempered accordingly. If there are to be three coats, the paint should be slightly reduced with turpentine or benzine, so as to promote amalgamation with the priming coat, and to reduce the surface gloss. If it is to be the finishing coat, prepared paint of the average consistency can be used without reduction, but a very little turpentine is sometimes desirable to assist penetration and adhesion.

The third or finishing coat should usually be employed as it comes from the can. In the case of all coats, thorough, hard brushing is essential, and a round brush is always preferable to a flat brush. The failure of paint is frequently due to insufficient "elbow grease" with the brush.

Every coat of paint should be completely dry throughout before the next coat is applied; but it is a mistake to allow a priming coat to "weather" and become weakened before painting is continued.

Too much drier or japan, or cheap rosin japans are at the bottom of many paint failures. The manufacturer of a scientifically prepared paint will introduce the proper kind and quantity of driers into his formula, and none should be added in use.—The Hardware Trade.

A Paint Catechism

By G. B. Heckel.

63. What is meant by covering upwards of 300 square feet two coats? These specifications all refer to paints applied to wood. This specification means that each gallon of paint, to be satisfactory, should cover properly with two coats upwards of 300 square feet of surface. The covering power of strictly pure white lead paint under duplicate conditions seldom exceeds 250 square feet.

64. What is meant by producing a surface that is neither too hard nor too soft? A surface that is too hard is subject to abrasion, cracking and chipping off; a surface that is too soft is subject to removal by rubbing or scraping. This characteristic in extreme cases amounts to permanent stickiness; in another sense the phrase includes "chalking," which see.

65. What is meant by having an average life of four years? That, under average condition of surface, climate and exposure, repainting shall not become necessary for surface protection more than once every four years. In exceptional or favoring cases this life of a good paint may extend to ten or fifteen years. Except for uncontrollable circumstances it should not fall below three years. Strictly pure white lead paint, except in extraordinary circumstances, will not last over three years. It frequently perishes in less than half that time.

66. What is meant by —durable as to color?" That within the period fixed as to average durability of the paint, there shall be no marked change in the original color of the paint beneath any surface deposit of soot, dust, etc.

Strictly pure white lead not only darkens on exposure to the gases of the atmosphere, but it has a bleaching or discoloring action upon many pigments in daily use, such as Prussian and ultramarine blues, English and American vermillions and para-reds, etc. Even on many of the natural earth pigments it has a bleaching action.

67. What is meant by "leaving a surface suitable for re-painting?" That when repainting becomes necessary the remainder of the old paint will present a practically unbroken surface and permit of firm adhesion of the new coating.

68. How does paint disappear from a surface? It may chalk, peel, scale, flake or wear away.

69. What is chalking? Chalking is that quality (most characteristic of strictly pure white lead) which some paints have of disintegrating, falling into powder and dusting or washing from the surface irrespective of normal wear and tear. It is due to progressive chemical action between oil and pigment in the presence of oxygen, carbonic acid gas and moisture. The paint on a "chalking" surface will rub off on the clothing. Such paint has been included in the foregoing definition as "too soft."

70. What is peeling? Peeling indicates an imperfect attachment of the paint film to the surface. The term sufficiently describes the action. Any paint may peel if applied to a damp, greasy or resinous surface. Peeling may also be caused by interior artificial heat, driving moisture outwards under the paint film; by capillary moisture rising

To
Many
People
the Name
"BRANDRAM"
Means
"White Lead"
and
the Words
"White Lead"
Suggest
"BRANDRAM"

Such association has been won only by distinctive merit.

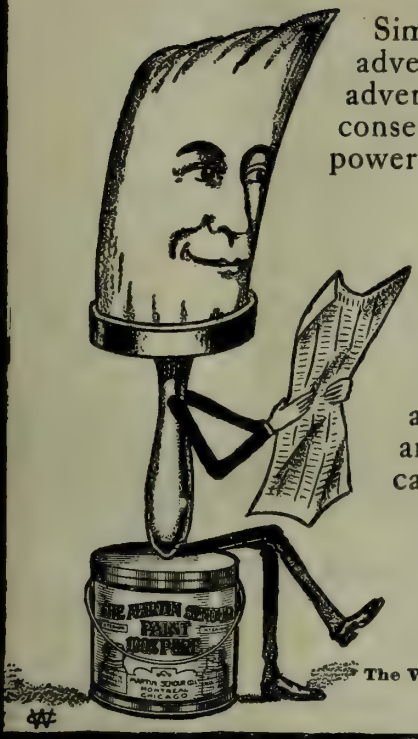
BRANDRAM-HENDERSON, LIMITED

Corroders and Grinders of B. B. Genuine White Lead

Montreal Halifax
Winnipeg St. John

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

PAINT PUBLICITY



Simply stocking up isn't going to sell goods. They must be well advertised. **Martin-Senour Paint** is a good seller because it is well advertised, and dealers who handle it become well advertised in consequence. Back of every dealer in **Martin-Senour Paint** is the powerful advertising machinery of the manufacturers who carry on

An Active Campaign

and help you to push sales. That's one reason why **Martin-Senour Paint** is such an attractive proposition for dealers. Its makers give it the right kind of paint publicity. Then there are other reasons. Write for our special proposition to agents and we will gladly explain our methods and show you how you can make money handling **Martin-Senour Paint.**

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal
2514-2522 Quarry St. and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

Remember the Name

L U C A S

as the Only Makers of Genuine

Imperial French Green

DISTRIBUTED BY

McARTHUR, CORNEILLE & CO.

MONTREAL

into wood in contact with the earth, etc. Pure linseed oil paints are more liable to this defect than cheaper paints containing alkaline emulsions and water.

(To be continued.)

THE KENT OIL FIELDS.

The year just closed has been a banner year in the production of oil in Kent county. According to the best available figures, the total production for Canada in 1906 was 569,753 barrels. At that time Tilbury East was still in the embryo stage. Since then it has been on the ascendancy, while the other fields are stated to have been gradually falling off in production.

The following are the detailed figures for the Kent county fields, month by month, for 1907:

Month.	Tilbury East.	Romney.
January	29,172	2,871
February	26,098	5,939
March	29,600	11,104
April	31,055	9,685
May	35,004	5,534
June	35,654	3,163
July	34,000	1,600
August	31,925	300
September	32,489	700
October	25,936	1,000
November	27,394	2,000
December	21,342	2,000
Total	359,678	45,896

This makes a total production for the year 1907 of 405,574 barrels from the fields of Kent county, which are, as a result, rapidly eclipsing the historic Petrolea field in the matter of oil production.

The year has also been notable for the development of the gas field, the largest gas well in Canada, with a daily capacity of ten million cubic feet, having been struck on the Jackson farm, near Glenwood station. The new year has begun auspiciously with the striking of a 240-barrel well in the Staples district, in Tilbury West, quite close to the Tilbury East field.

WHITE LEAD SUBSTITUTE FOR PAINT OR PUTTY.

Tesseit proposes to replace white lead in paint and putty by utilizing the residue left in the sulphuric acid treatment of bauxite in the manufacture of aluminum sulphate. The composition of this residue varies according to that of the bauxite treated, but averages 40 per cent. of alumina, 10 per cent. of ferric oxide, 27 per cent. of silica, titanium oxide 18 per cent., and crystallized aluminum sulphate 5 per cent. It can be imitated by adding infusorial earth to a mixture of red and white bauxite. The residue, after being well dried, is placed in a ball mill, along with 40 per cent. of a drying oil, and ground to an impalpable powder, or rather paste, which can be reduced to a workable consistency for use as paint by adding a sufficient quantity of oil and driers, together with a little ochre to produce the desired shade. To make putty, the above paste is mixed with 1½ parts its new weight of paris white, crushed to powder in the ordinary manner.

A Good First Impression

is essential to future success. ELASTILITE VARNISH made a good first impression twelve years ago, because we made the quality then, and still continue to make it to create good first and lasting impressions.

The Old Favorite Of Quality

For outside or inside use.

In tins only ½ Pints to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

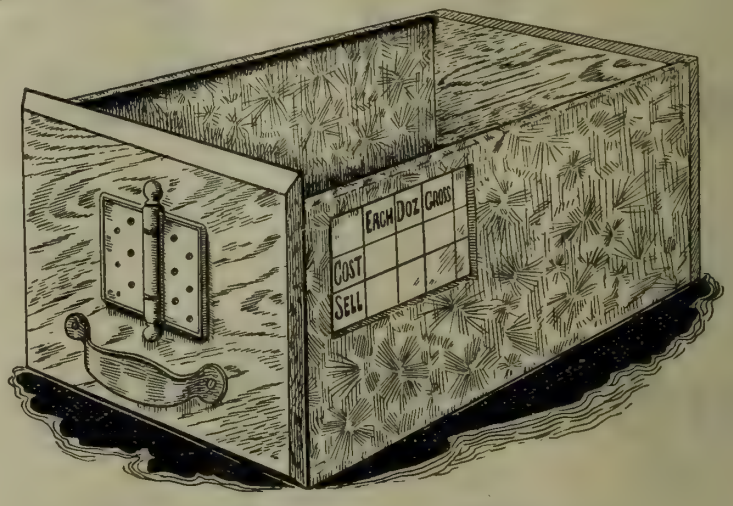
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY.

HOW TO SELL MORE GOODS

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you. They will suggest articles your customers had no thought of buying.



THE BENNETT STEEL SHELF BOX

is the strongest and most serviceable Shelf Box made. It has steel sides and wood front and back. There are no nails on the outside, as the steel is locked into the wood by our own patented process.

Write for illustrated catalogue and price list.

Cameron & Campbell, Sole Manufacturers, Toronto, Ontario

MORE FOR HIS MONEY

The best argument you can use with your prospective paint customer is to prove to him that he gets more value for his money when he buys

NEW ERA PAINT

His experience with it will prove your truthfulness. He will find that it spreads further and lasts longer than other prepared paints.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED

WINDSOR - ONTARIO

Jamieson's Aluminum Paint

Highest possible quality at reasonable figures.

Uses :

Inside—Steam Pipes, Boilers, Furnaces, Stoves, Stove Pipes, etc.

Outside—Store Fronts, Church Roofs and Steeples, etc. All metallic surfaces exposed to the weather.

Prevents rust and preserves almost indefinitely.

WRITE FOR PRICES

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., : MONTREAL

HEADQUARTERS

FOR

Fine Brushes

Floor Stains and Finishes

Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.

Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

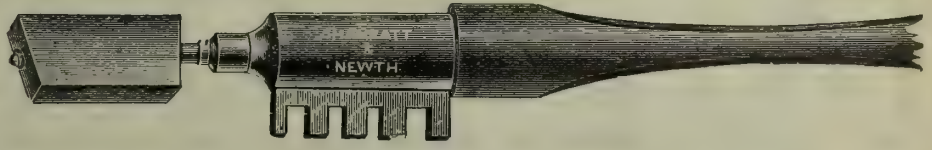
Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

In the Body Lies Your Profit!

You know, Mr. Hardwareman, that the body of the paint is a most important point to your customer. He wants to know how far the paint will spread. He wants to feel he is getting the most he can for his money. Natural, isn't it? That's why you can make more money out of

Moore's Pure Linseed Oil H.C. Paint

than any other brand on your shelves. You can truthfully tell your customer that it has a larger covering capacity per gallon than any other prepared paint on the market. Every can he buys will be indisputable proof of your veracity. Moreover, the moderate price is a great inducement.

Muresco Wall Finish

is a money-maker. because it is the most economical, beautiful and healthful wall finish in the world. Write now for our color cards.

BENJAMIN MOORE & CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. **New York, Chicago, Cleveland, Carteret, N.J.**

Emerson and Fisher, St. John, N.B. Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S. Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

A Dog is a Dog No Matter What Name You Give Him

Similarly Kalsomine is Kalsomine no matter what name it is given, so don't be persuaded into buying just ordinary Kalsomine when a cunning salesman offers it to you under some fancy title. If you do get bitten you'll mighty soon find out that practical people don't want an out-of-date compound of whiting, glue and color (merely Kalsomine) that **has to be mixed with boiling water**,—which is to say the least, most inconvenient and means extra labor. Your trade want Alabastine—the only pure permanent and sanitary wall coating. Alabastine is a cement, made from crystaline Alabaster rock, which hardens on application to the wall and will not rub off. **Just add cold water,** stir a little, and it's ready for use. No bother at all. Saves time and labor. Nothing in the same class as Alabastine. Nothing that sells as readily. And our big advertising campaign this year will stir up a greater demand than ever. Better get in line and secure your share of the bigger Alabastine business. Send your order to-day to your nearest jobber or direct.

ALABASTINE

The Alabastine Co., Limited, - Paris, Ont.



In every can or pot of paint, you expect to find value—true value for your money and proper value for your reputation. In every can of

RAMSAY'S PAINTS

there is a reputation of sixty-six years in paint making to uphold, and an extensive business to maintain from extreme East to extreme West, and North and South. We stake our reputation, we guarantee your investment is safe. Get Ramsay's Paints for 1908. Ask for our new handsome card of colors.

A. Ramsay & Son Co.

ESTABLISHED 1842 — MONTREAL — PAINT MAKERS

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON
TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

BLUNDELL'S PARIS GREEN

A genuine ENGLISH Green

Before you place your order for Paris Green write for our prices.

Made by a firm with 100 years' experience in color making.

Guaranteed pure and to conform to the Canadian Government Standard.

Will do all that any other make will do and costs you less money.

Blundell, Spence & Co., Limited

Manufacturers

HULL, ENGLAND

ESTABLISHED 1811

Agent: WILLIAM BRODIE,
226 Board of Trade Building, MONTREAL

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material ?
You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

January 24, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 11
Hallett'	0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25
Copper tubing, 3 cents extra.	

COPPER.

	Per 100 lb
Casting ingot.....	15 00
Cut lengths, round, bars, ½ to 2 in...	25 00
Plain sheets, 14 oz.	25 00
Plain, 16 oz., 14x48 and 14x60	25 00
Tinned copper sheet, base	27 00
Planished base.....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25 0 26

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
"	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Midland, Londonderry and Hamilton	....	22 50
Deseronto No 1 pig iron 23 25		23 00
" No. 2 " 22 75		22 50
Radnor, charcoal iron.....30 00		32 00
Lowmoor iron.....		6 50
Angles	2 25	2 65
Common bar, per 100 lb.....	2 00	2 25
Forged iron	2 15	....
Refined " "	2 25	2 80
Horseshoe iron "	2 25	2 80
Band iron, No. 10 x ¾ in. ...	2 20	2 30
Sleigh shoe steel "	2 10	2 30
Iron finish steel.....	2 15	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 50
Sheet cast steel.....	0 15	0 12
Mining cast steel.....	0 07½	0 08
Warranted cast steel.....	0 13½	0 14
Annealed cast steel.....	0 14½	0 15
High speed.....	0 60	0 65
B.P.L. tool steel	0 10½	0 11

For calk steel, $2.60.

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	32 00 $31 50

TINPLATES.

Charcoal Plates—Bright	Per box
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tisued.	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	6 75 7 00
" 14x60, " }	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 50	4 35
Bar, ...	4 75	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
⅞ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
" 2 wrought "	...	5 50
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's..... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 45 ; iron, 55 p.c.	
Thompson Smoke-test Machine 25.00	

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 5 p.c
Steam Radiators—50 and 5 per cent
Wall Radiators and Specials—50 and 5 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 58	¼ inch.....	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 80	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 00

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40
2-lb. or over ..... "	0 35

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 20
Wiping.....	0 18	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol).....	0 01
Sugar of lead.....	0 08
Lump olive.....	0 01½

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow	....	0 15
Golden ochre "	....	0 17
French "	....	0 08
Marine black "	....	0 04
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 08	0 10
French medal	0 11	0 12

PARIS WHITE.

In bbls		0 90

PARIS GREEN.

Barrels		0 24½
25-lb. drums		0 25½

PIGMENTS.

Orange mineral, casks		0 08
" 100-lb. kegs		0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
P. D Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls		1 60
Bladders in bbls		1 85
25-lb. tins		1 90
Bladders in bulk or tins less than 100 lb.		2 00
Bulk in 100-lb. irons		1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls.	0 17	0 21
Benzine, per gal single bbls	0 17	0 17½
Turpentine, single barrels	0 70	0 71
Linseed Oil, " raw	0 57	0 60
" " boiled	0 60	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 75
No. 1 Canadian	6 50
Munro's Select Flake White	6 90
Elephant and Decorators' Pure	6 90
Monarch	7 25
Standard Decorator's	7 00
Essex Genuine	6 25
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 30
Ramsay's Pure Lead	6 75
Ramsay's Exterior	6 40
"Crown and Anchor," pure	6 75
P. D. Dods "Island City" pure	6 75
Sanderson Pearcy's	7 00
Robertson's C.P., lead	7 00

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 60
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$2 65	$3 50
26 to 40	2 75	3 80
41 to 50	3 10	4 10
51 to 60	3 25	4 70
61 to 70	3 40	4 95
71 to 80		5 50
81 to 85		6 00
86 to 90		7 10
91 to 95		8 25
96 to 100		9 80

Discount—16-oz. 25 per cent.; 21-oz. 30 per cent. per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls		0 70
Gilders bolted in bands		0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons		0 08½
No. 1, " "		0 07
No. 2, " "		0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40
Peterboro' door bells, 37½ and 10 off new list.		

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt per ton		60 00
Heavy Straw Sheathing per ton		40 00
Dry Surprise		0 40
Dry Sheathing per roll, 400 sq. ft.		0 32
Tar " "	400 "	0 50
Dry Fibre "	400 "	0 50
Tarred Fibre "	400 "	0 60
O. K. & I. X. L "	400 "	0 70
Resin-sized "	400 "	0 45
Oiled Sheathing "	600 "	1 00
Oiled " "	400 "	0 70
Root Coating, in barrels per gal.		0 17
Roof " small packages "		0 25
Refined Tar per barrel		5 00
Coal Tar "		4 00
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 75	0 90
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cement		2 10
"Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4½"x3", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00
Chicago and Reliance Coil 25 per cent.		

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount		p.c.
Screw hook and hinge— under 12 in. per 100 lb.		4 75
over 12 in. "		3 75
Crate hinges and back flaps, 65 and 5 p. c.		
Che t hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

⅜ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All size, per lb.	0 07	10

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz.		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS.

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin.....per doz.	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
*Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " ..... "	....	10 00
" " ⅝ " ..... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1½ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing $5 70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb.. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light an medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 45
3d.....	3 15	3 15
4 and 5d.....	2 90	2 85
6 and 7d	2 80	2 75
8 and 9d	2 65	2 60
10 and 12d	2 60	2 55
16 and 20d.....	2 55	2 50
30, 40, 50 and 60d (base)	2 50	2 45

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 40; copper nails 45; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian make, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fi B.B. Round Caps, 60 and 2½ per cent. Centre Fire, Pi-tol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperia Empire or Ballistite Powder, 30 and 10 p.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass 15 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

WE MAKE ELECTRIC FIXTURES, SOCKETS AND CUT-OUTS

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz . . . 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 50 and 10 per cent.
Berg's . . . 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net . . . 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste . . . 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . . . per 100 ft. 3 80

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 0, safety "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen . . . 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 50 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright	2 80	Galvanized	3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots	

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 70

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case		0 57
" 4 " packages, per case		0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz	9 55

WASHBOARDS.

Cane's, per doz . . . 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		8 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross		7 80
" " "		9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 16
Jute	0 08
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.		0 25	0 37
Hindostan "		0 06	0 10
" slip "		0 18	0 20
" Axe "			0 10
Deer Creek "			0 10
Deerlick "			0 25
" Axe "			0 18
Lily white "			0 42
Arkansas "			1 50
Water-of-Ayr "			0 10
Scythe per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and over "			28 00

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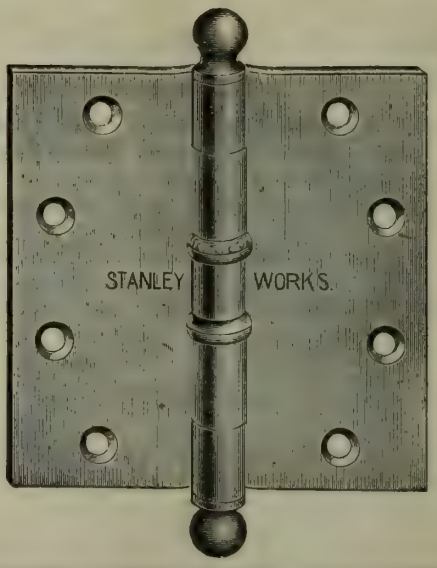
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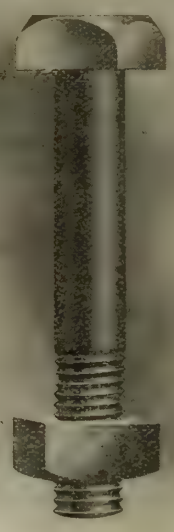
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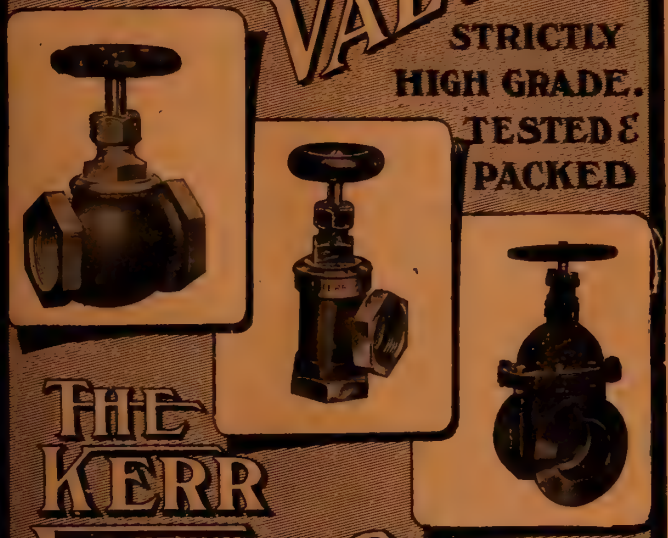
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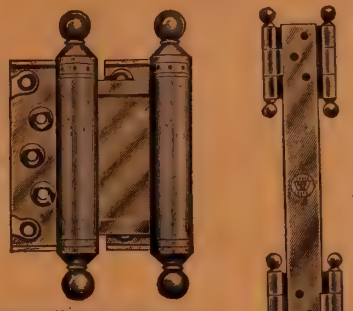
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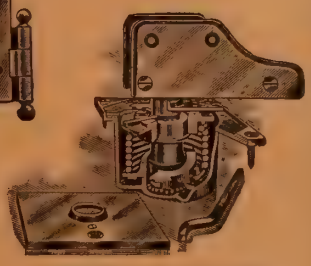
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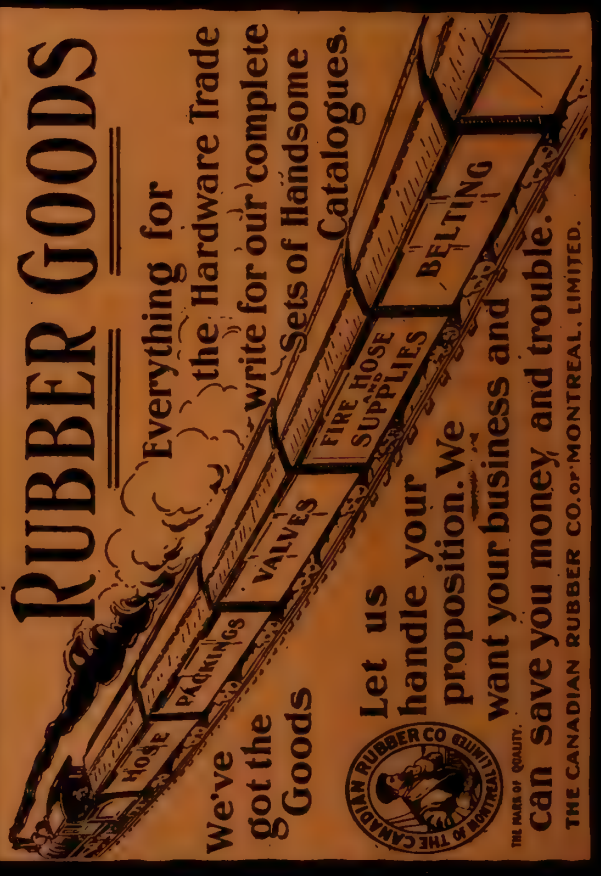
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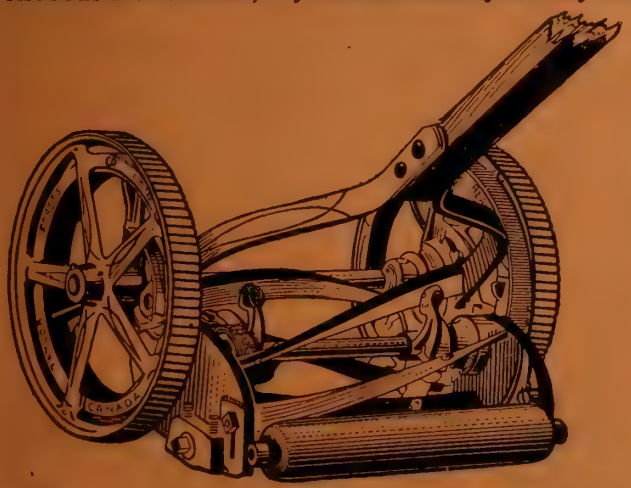
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MALLEABLE PIPE CAST IRON PIPE FITTINGS

The annual value of Canada's manufactured products is constantly increasing. This naturally means that every industry is busy and growing. This growth requires Engine and Boiler Fittings in large quantities.

Do you get your share of the trade?

We stock valves of every make: "Jenkins Pattern," "Genuine Jenkins," "Standard," "Lunkenheimers," "Walworth," etc., etc.

Pipe Fittings and all other goods, such as are needed by the mill or by the manufacturer.

Let us have your enquiries. Our price will convince you.

Rice Lewis & Son

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Toronto

Something You Ought to Be Selling



The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

New Century Style "_ '

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

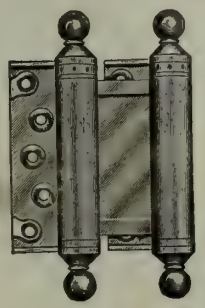
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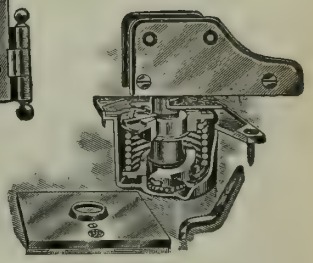
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

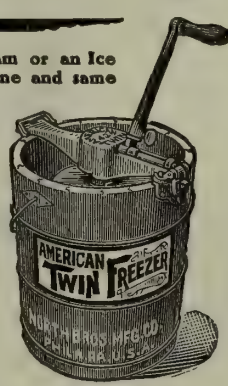
CHICAGO NEW YORK

CATALOGUES ON REQUEST

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS

ICE CREAM FREEZERS THAT SELL





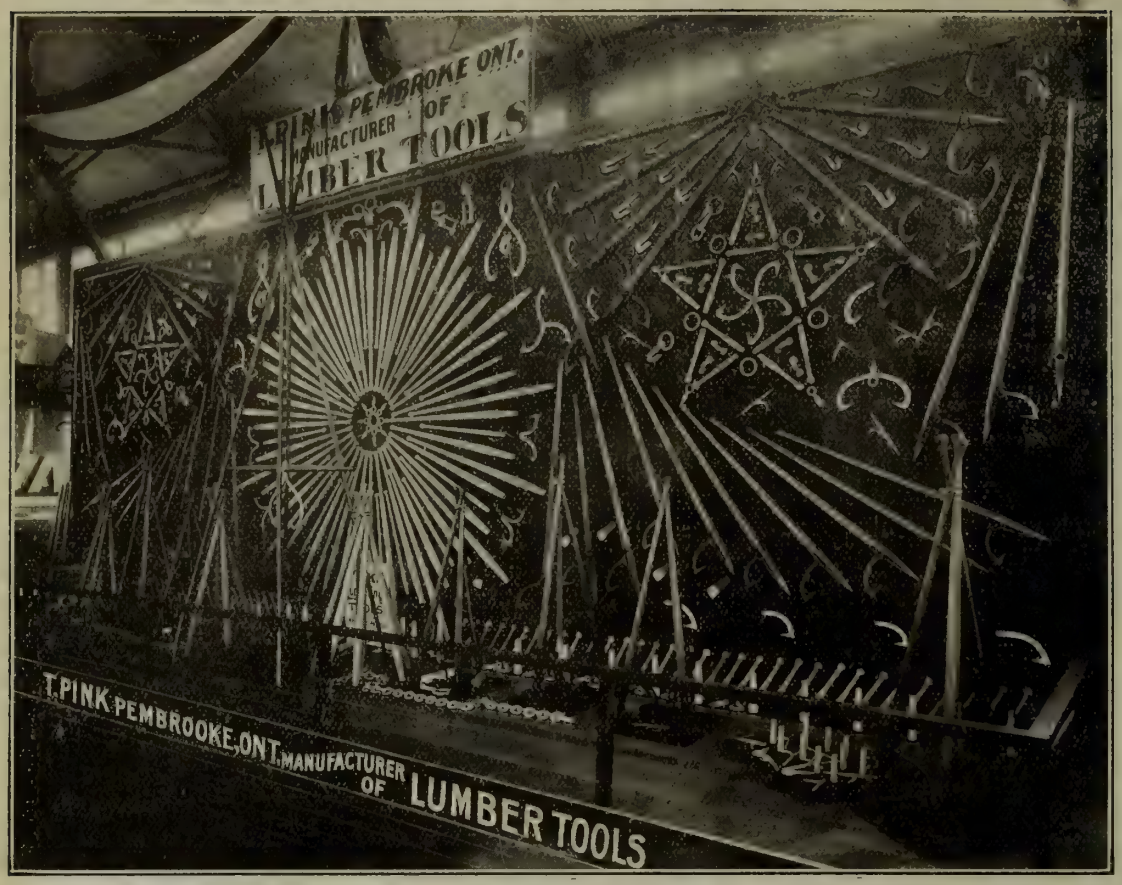


THEY ARE	THEY EXCEL IN
Well Advertised	Easy Running
In Demand	Quick Freezing
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Satisfactory in Use	Convenience
Of Known Reputation	Practical Results

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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

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Light and Durable.

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M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

Lawn Mowers

For the next few weeks watch this page weekly for pointers in Spring Buying.

We are exclusive CANADIAN AGENTS for the celebrated "NEW ENGLAND BALL-BEARING MOWER"

WE STOCK :

Maxwell's—8, 9 and 10½ inch wheel.

Daisy—8 inch wheel.

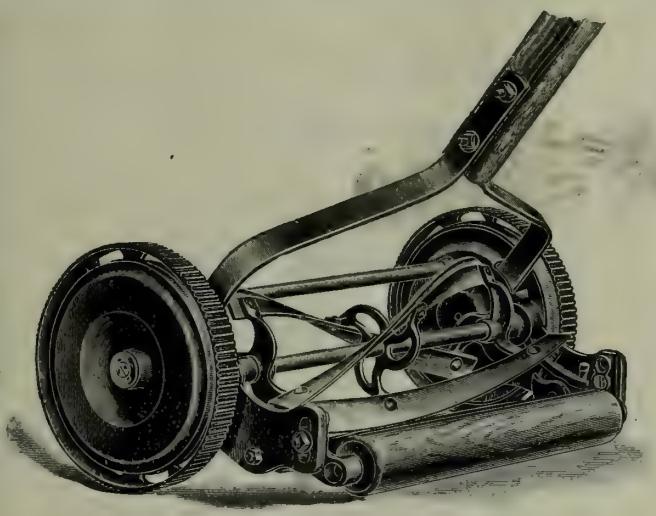
Star—9 inch wheel.

Woodyatt's—10½ inch wheel.

Townsend's Spider—This is a high-grade ball-bearing machine, stocked in 14, 16 and 18 inches only.

Townsend's Matchless and **Golf Mowers.**

Townsend's Horse Lawn Mowers.



"New England" Lawn Mower.

The "New England" Ball-bearing has 8 inch drive wheel, 1⅛ inch diameter ball races, ¼ inch tool steel balls. Fitted with patent cone adjustment, which cannot work loose. Cones are hardened and ground. Has three tempered tool steel knives. Three sizes, 14, 16 and 18 inches. The best value and cheapest ball-bearing mower sold in Canada.

It will pay you well to get our prices on these lines.



Grass Catchers

Bieder No. 13—Adjustable to all high-wheel mowers of 24 inch and smaller. Bright striped canvas fitted to galvanized frame.

Ironclad No. 1—Adjustable to all high and low-wheel mowers of 18 inch and smaller. Bright striped canvas sides and back, galvanized iron bottom.

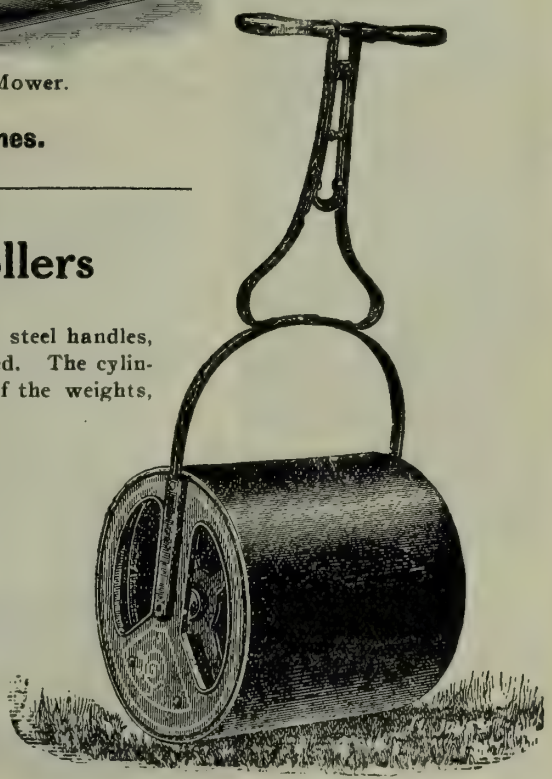
Triumph No. 1—Adjustable to 10—18 inch low wheel mowers. Bright striped canvas with galvanized frame.

Lawn Rollers

Fitted with cast iron roller, steel handles, all parts painted and striped. The cylinder revolves independent of the weights, which are located at each end, insuring a perfect balance and even distribution of weight. The handles always retain an upright position when not in use.

No. 1—20 inches wide, 20 inches diam., weight 265 lbs.

No. 2—20 inches wide, 20 inches diam., weight 360 lbs.



Our 1908 Lawn Goods Catalogue is now ready. Write for one.

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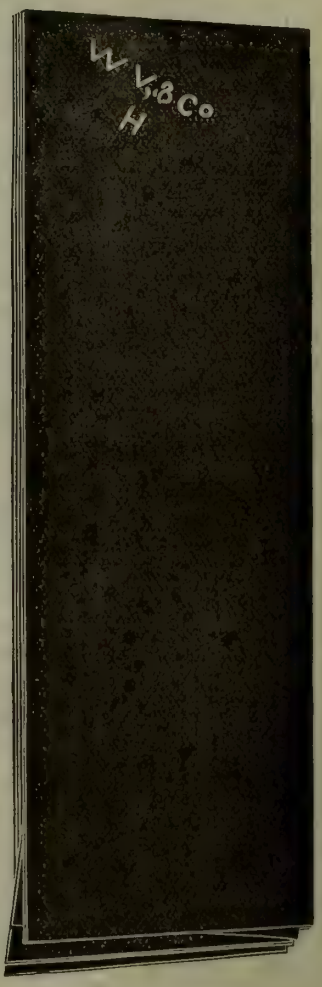
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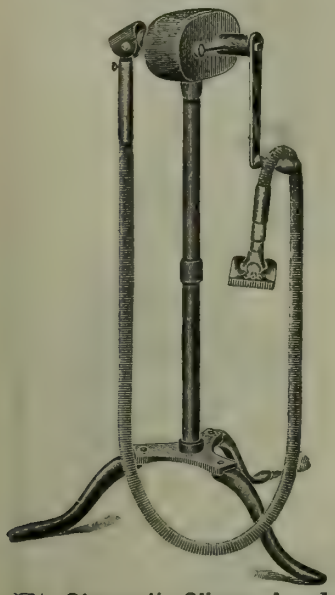
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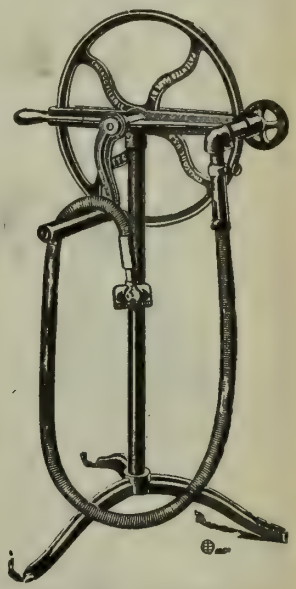
Stewart's Clipper

New enclosed type 2870
Flexible shaft, 6 feet long
Size of box 6 x 11 x 2½ in.



20th Century Machine

It is suspended from the ceiling by a rope permitting all parts of the horse to be reached easy.

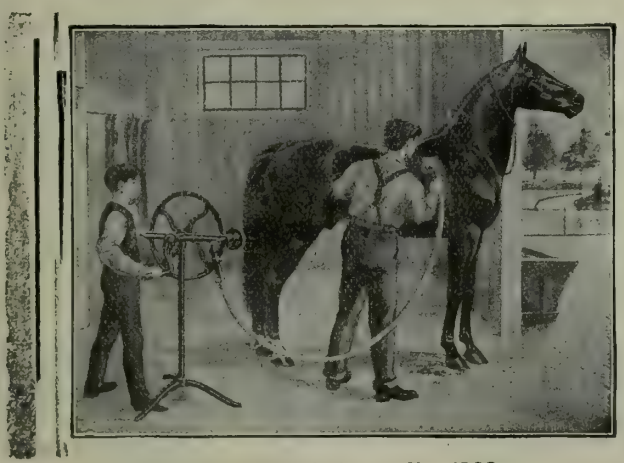


The "New Chicago" 1902

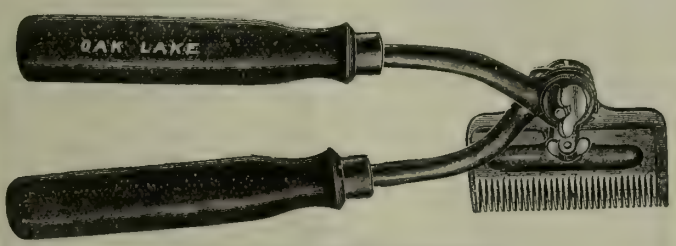
Fly wheel, 19 inch diameter.
Flexible shaft, 6 ft. 6 inches long.



Boker's Horse Clippers



The New Chicago No. 1902



"Oak Lake" Horse Clippers

Three in one. It is reversible to the right and left and can be used as a Fetlock Clipper as well as in the ordinary way.



Newmarket Horse Clippers

For fuller particulars see our Hardware Catalogue.

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Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

A TRUCK FOR EVERY PURPOSE



Boston Pattern

The Boston Pattern Trucks are made both in half and full strapped.

Weights from 30 to 105 lbs. according to No. and size.

A good truck for store or warehouse use.



Little Giant

"The Little Giant" Trucks are made very strong, and weigh but 12 lbs. An excellent Truck for handling boxes in shoe stores and groceries.

The Steamboat Trucks are fully strapped, making them extra heavy. Made especially for railroad and steamboat purposes.

Weight 130 lbs.



Steamboat Pattern



Western Pattern

The Western Pattern Trucks have forged axles, and are made with a steel nose. Supplied with iron or rubber tired wheels. Weights from 32 to 105 lbs.

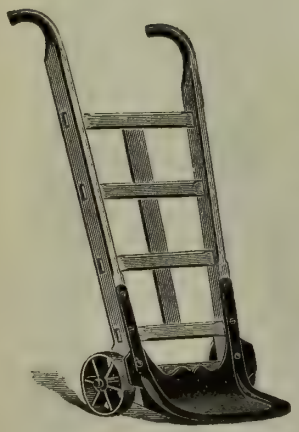
F. & W.



Barrel Truck

The Barrel Trucks are full bound and made with bent iron cross bars. Will stand a great deal of rough usage, and are best suited for factories.

Weight 75 lbs.

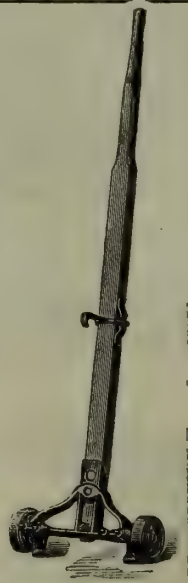


No. 41

Bag Truck No. 41 is made with bent handles, forged axles with turned bearings, and has a heavy cast iron nose.

Just the thing for handling flour or grain.

Weight 60 lbs.



Keg or Barrel

Kegs of nails or barrels of cement, plaster or paint can be handled more easily with this Truck than by any other made. Handle 60 in., wheels 5 x 1¼ ins. Weight 23 lbs.

No. 46 Bag Trucks are much lighter than No. 41, but are built very strong. They are used mostly for light work. Weight 27 lbs.



No. 46

FROTHINGHAM & WORKMAN, LIMITED

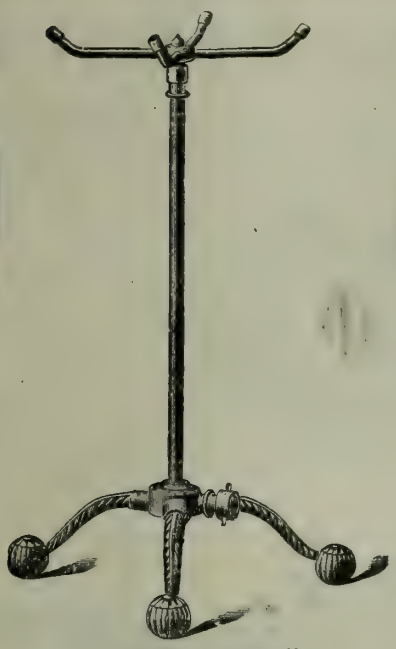
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WE BELIEVE



"Rainbow." With spike, no ball bearings to get out of order.



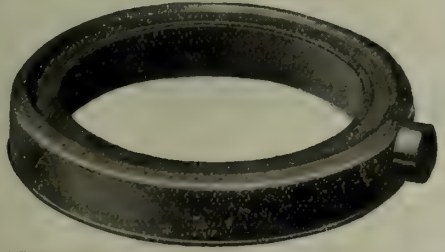
"California Blair." 12, 24 and 36 inches high.

we have selected the best Lawn Sprinklers made, for our 1908 stock. We use the same care in choosing goods of this kind to sell that we exercise for other lines. We examine construction and working qualities and choose the best. Goods selected on that principle are sure to sell.

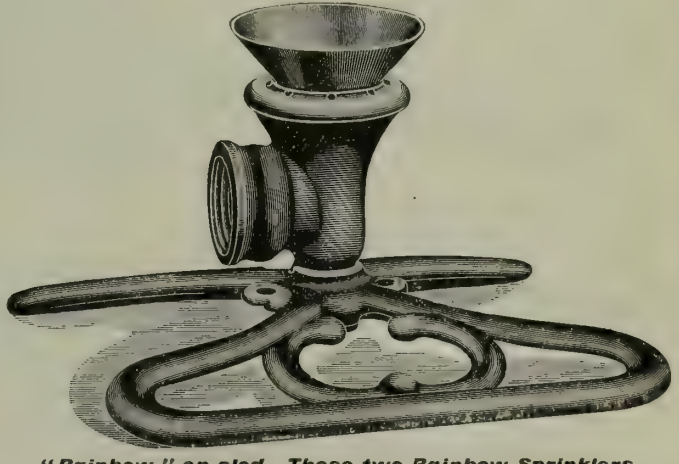
Then we buy in such large quantities that we are always able to give you the best prices going—prices that enable you to make a profit. We sell from the Atlantic to the Pacific.

If you have not ordered your stock of lawn requirements for the season, ask our travellers to show you prices for these goods.

You should place your orders now for Lawn Mowers, Lawn Hose, Hose Couplings, Hose Menders.



"Fountain." All brass, nothing to rust or wear out.



"Rainbow," on sled. These two Rainbow Sprinklers will be fast sellers.

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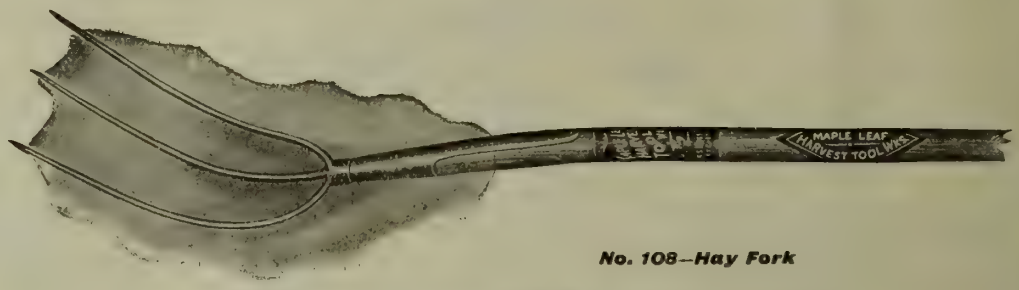
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The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



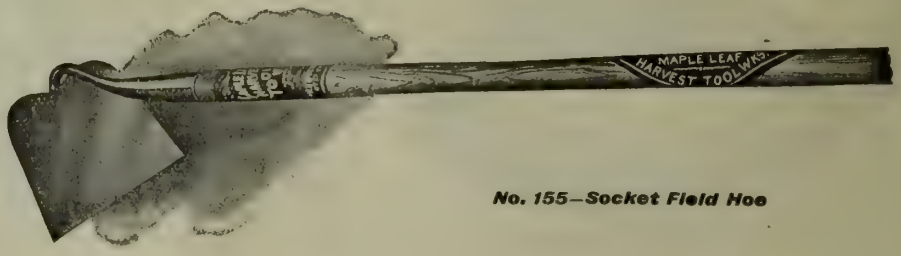
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made on'y by
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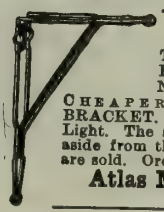
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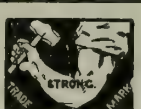
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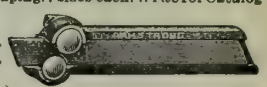
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THE "CROWN" SAD IRON HEATER

PATENT APPLIED FOR.



Made of heavy black iron and furnished with strong bail handle for convenience in use.

Can be used with equal Success on

GAS, OIL, COAL OR WOOD STOVES

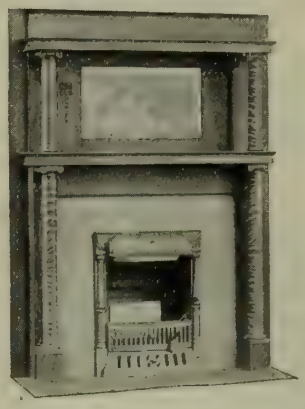
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It keeps the irons always bright and clean and also forms a good receptacle to keep them in when not in use.

Our Travellers are now carrying samples and it will pay you to look into its merits.

RETAILS AT 50c. EACH.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg



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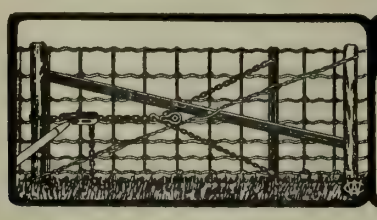
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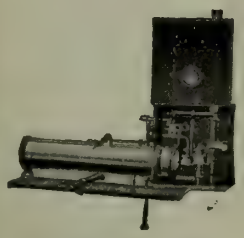
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IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



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THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

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THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

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If a little late showing them to you, it will pay you to have a look at them.

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Pocket Knives with the reliable True Brand.

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The upright supports are hinged at their connection with the strand wires, which makes it impossible for any weight to sag the fence.

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OWEN SOUND, ONT.

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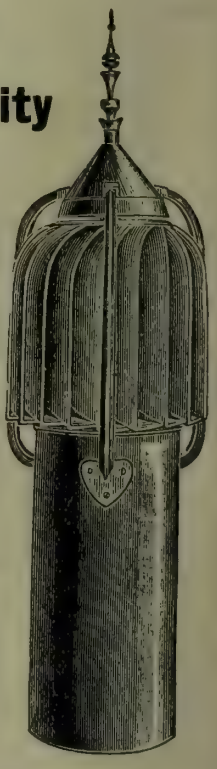
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A Building Necessity

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We are the manufacturers of it and control the patents.

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It is a scientific fact that no modern building can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

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Messrs. J. W. Harris Co., Limited.
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY, Chief Engineer.

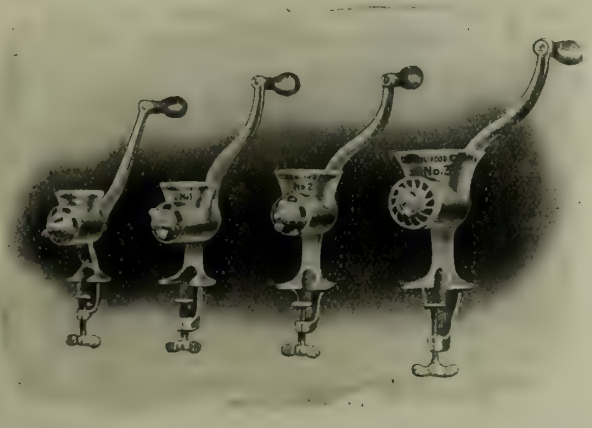
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to speeding and lasting profit is shown in this illustration.



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have an exclusive feature which is a telling argument with the carpenter. That feature is the

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Made from heavy tin plates.
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Sold by all prominent Jobbers.
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in sealed bottles, directions for use upon label, packed in barrels.

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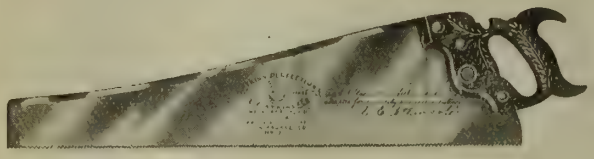
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is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

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part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

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per 100 square feet

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Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

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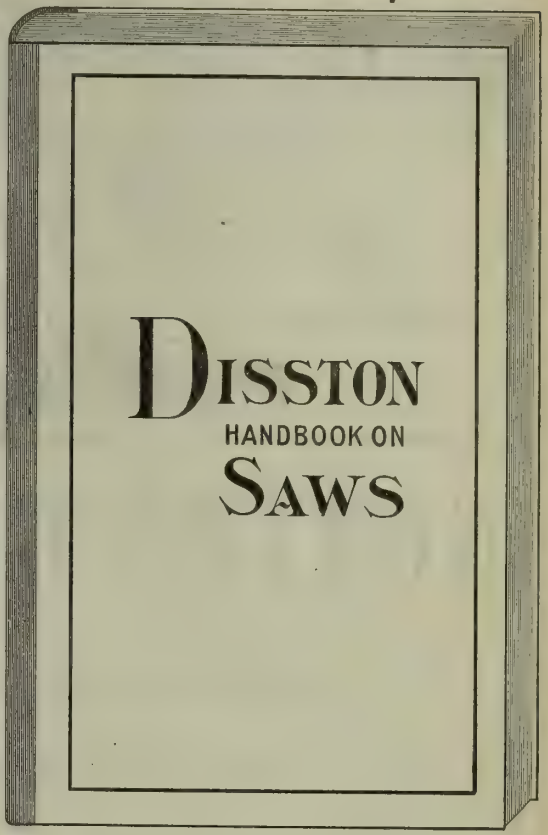
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THE ORIGINAL NEWMARKET CLIPPER.

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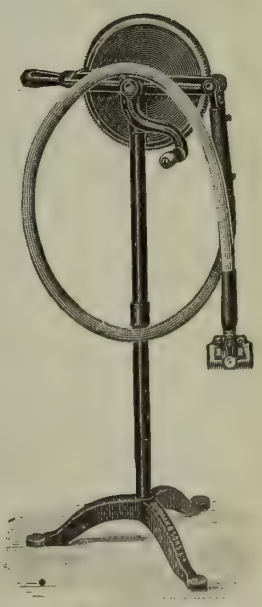
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We Hold That Secret

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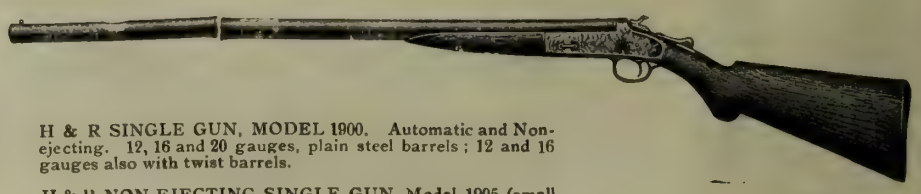
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Here is the New Target Grip

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Please mention above brands in your indents and inquiries.

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Double Strength Culvert Pipe a Specialty.

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Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

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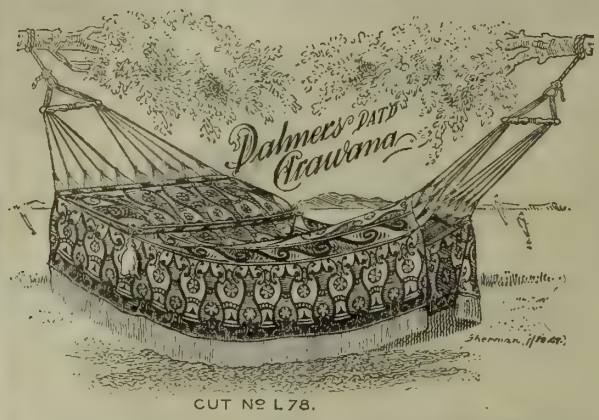
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Wood Screws
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both plain and ornamental, is handled by nearly all the really successful hardwaremen, and we want you to swell the ranks of our money-making friends. If you place a trial order with us we are sure of your future orders, because we give you the right goods, at the right price, in the right condition, at the time you want them. Better write for quotations, anyway!

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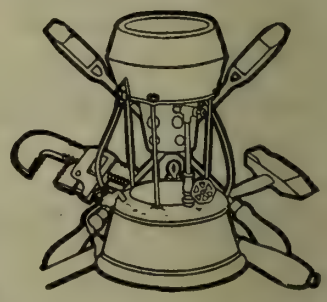
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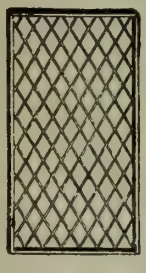
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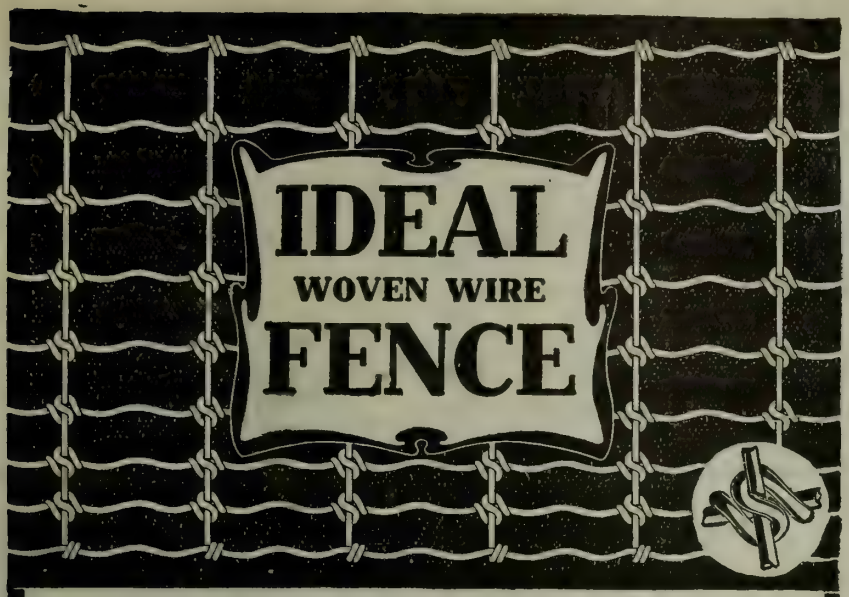
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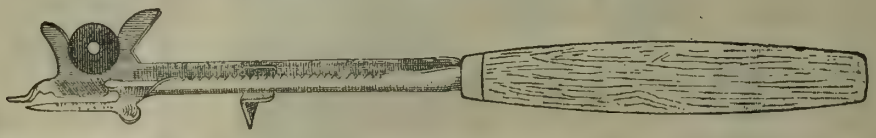
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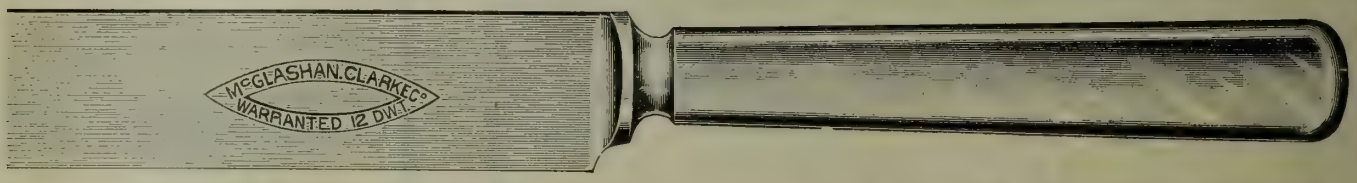
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There is a big demand during the winter months for these goods.

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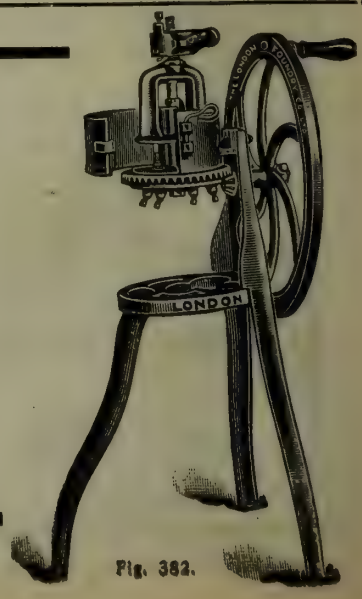


Fig. 382.



J.M.T. Injector
Made in sizes ⅜ to 2 in.
All machines fully guaranteed.



EFFICIENCY AND DURABILITY
are essential features in a good Boiler Feeder.

OUR J.M.T. INJECTOR

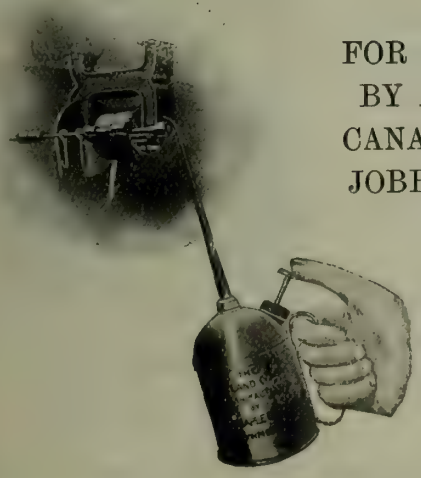
contains these requirements and others too.

They work under the widest range of pressure. Lifting and forcing power equal to the highest limit possible with Injectors.

AUTOMATIC **HIGH-GRADE** **SIMPLE**

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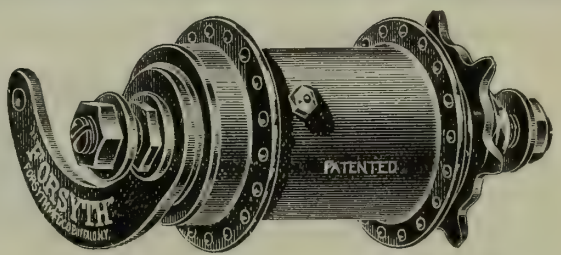
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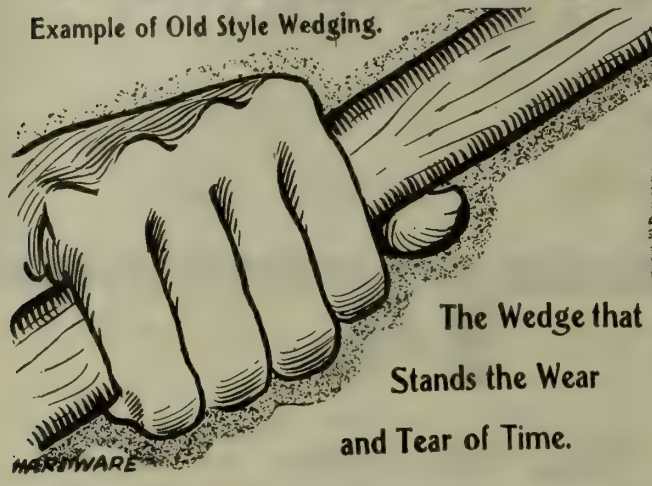
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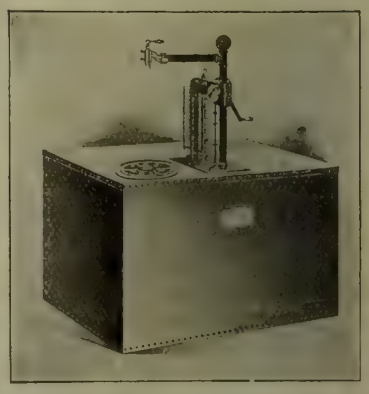
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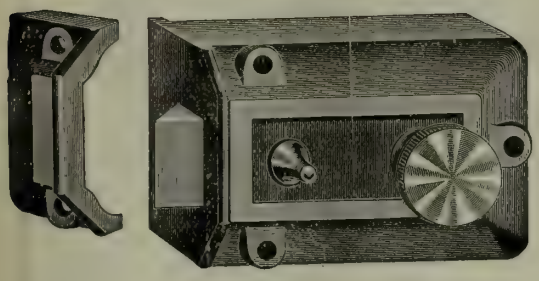
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Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

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We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

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"QUALITY UNQUESTIONED"

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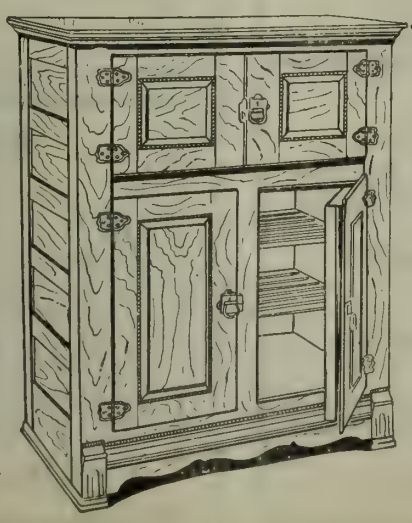
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The circulation of air is so perfect that a wet cloth will dry more quickly in a Sanderson-Harold Refrigerator than in the open.

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Best Babbitt Value in the World.

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"Diamond" Brand Fittings



have been awarded the highest place in the estimation of many hundreds of plumbers and steamfitters. That's why so many hardwaremen find them the most profitable line to handle. The reason is that "Diamond" brand are simply perfect in material, in threading and in finish.

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When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

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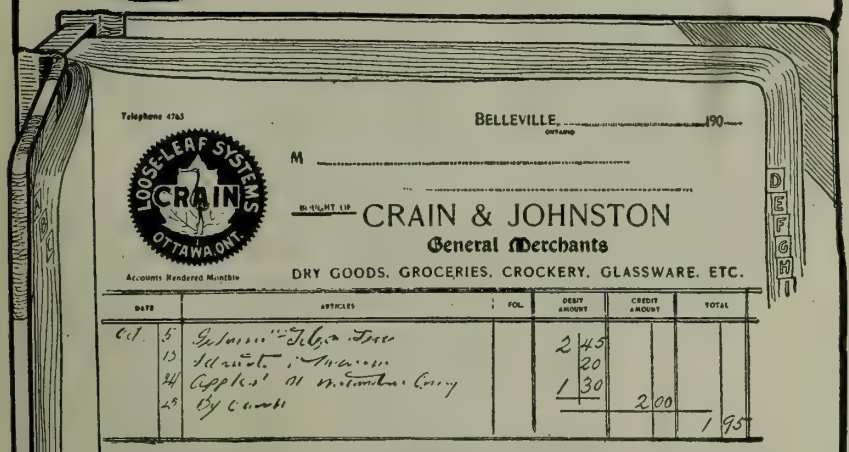
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By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad tc mail our folder, "The Retail Dealer's Friend," with complete information.

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by H. K. Vosburg

This book treats the simpler problems in pattern cutting and gives a variety of tables and information constantly needed by the mechanic.

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It is a very useful handbook for tinners and all workers in sheet metal.

120 pages, price $1.00 postpaid, 53 figures. (All orders payable in advance.)

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Chains
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Snaps of all kinds
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.



A White Mop Wringer

is needed in every **home** and **office.**

Make this a part of **your** business for your **profit.**

Orders filled from Canadian Factory.

This Trade Mark

Ask for Catalog.

White Mop Wringer Co.
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Guarantees Satisfaction.

The Strongest Hay Rake

is the easiest kind of rake for you to sell your farmer customer. And, beyond the shadow of a doubt, the strongest of all wooden hay-rakes ever made is the

EUREKA RAKE

In making this rake we have aimed for great strength—and we have attained it. The main stem of the handle of Eureka Rakes, and the braces, are sawn in one piece. And, instead of being stuck in a round hole in the ordinary way, the handle of a Eureka Rake is firmly mortised to the head. The price and the profit will certainly please you.

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We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets.
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Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.

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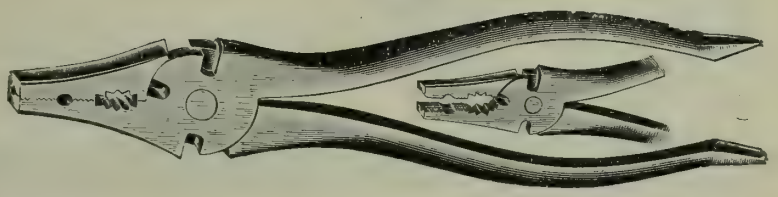
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Our first grade goods bearing the trade mark

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THE R. BERG HARDWARE CO.

are well known throughout the Dominion for their durability and splendid workmanship, and in specifying the above named brand on your orders you have the best possible guarantee to obtain reliable tools, which will give every satisfaction to yourself and your customers.



From stock and for import. For sale by all leading wholesale houses.

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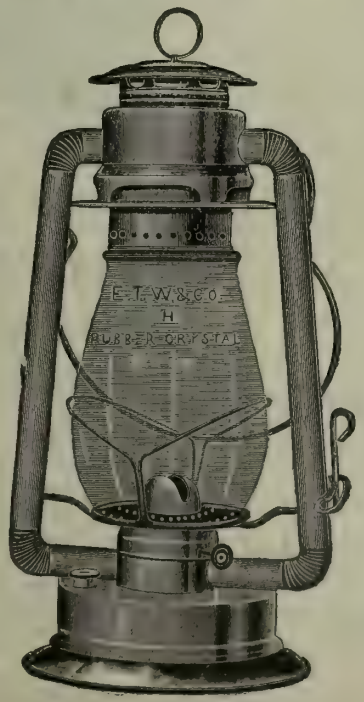
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10 FRONT STREET EAST, - TORONTO

WRIGHT'S COLD BLAST LANTERN



Through an error, the cut of the Cold Blast Lantern which we advertised in this paper on January 18th, was the wrong one, and we wish to take this opportunity of correcting the error. The accompanying illustration is the exact copy of the Cold Blast Lantern which we are now manufacturing. Made with side or front lift, and plain or japanned.

E. T. WRIGHT & CO.,

HAMILTON, - ONT.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

WIRE ROPE

GREENING

"ACME" BRAND

Highest Grade of Hoisting Rope Made **Extra Tensile Strength for Heavy Work**

Use Greening's Rope Grease for Lubrication

The B. Greening Wire Co., Limited, ***HAMILTON, ONT. MONTREAL, QUE.***



PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.

LIMITED

GALT, - ONTARIO



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

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It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The

Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-grade and exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

TORONTO, ONT.

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FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Sole Canadian Representative

W. J. GRANT, Lindsay Bldg. MONTREAL

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FOR CUTLERY



From Coast to Coast those who have sold "Dominion Ammunition" in 1907, have nothing but praise for it.

The quality has been unsurpassed, the margin of profit satisfactory and the demand, following the extensive advertising campaign and backed by quality of our product, moved supplies quickly and brought dealers cash instead of stock.

Is this a hint **to you**?

Why stock with many slow selling lines of Ammunition when "Dominion" gives satisfaction, is called for by almost all your customers, and gives you a satisfactory profit.

MORAL: "Dominion" for mine in 1908.

IF YOUR JOBBER WON'T SUPPLY YOU, WRITE US.



Dominion Cartridge Co., Limited, Montreal

SAVORY SEAMLESS ROASTERS

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless without a corner or an angle or a groove or a corrugation or a seam or a fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (11¼ x 17¼ x 8¼ inches)

List Price per doz.

No. 200 Finest Siemens-Martin Blued Steel, $16.00
Made in Pearl Ware only..... 40.00

Case Lots.....½ Dozen.

HOTEL SIZE 13 x 19 x 10 inches

List Price per doz.

No. 400 Finest Siemens-Martin Blued Steel, $28.00

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KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

THE COMING CONVENTION.

Place—Toronto.
Date—Feb. 12 and 13.
Headquarters—Palmer House.
Hotel Rates—$2 per day.
Hall—Palmer House Building.
Exhibits—Palmer House Sample Rooms.
Entertainments—Some surprises in store for delegates.
Executive Meets—Feb. 12, 10 a.m.
Convention Opens—Feb. 12, 1.30 p.m.
Convention Closes—Feb. 13, 5 p.m.
Question Box—This will be a feature at every session of the convention. Come prepared to take notes and participate in the discussion.
Railway Fares—Single fare on all railways, to Toronto, Feb. 11 and 12, returning up to Saturday, Feb. 15.
Other Attractions—Horse Breeders' Exhibition and Mendelssohn Choir Concerts.

CONVENTION PROGRAMME.

The programme for the third annual convention of the Ontario Association will be about as follows:

Wednesday, February 12, 10 a.m.—Meeting of the Executive. 1 p.m.—Enrollment of members, payment of dues, etc. (About two dozen members were enrolled at last year's convention. Let's beat this record this year.) 1.30 p.m.—Convention called to order by President. President's address, Secretary's report, Treasurer's report, amendment to constitution, appointment of committees on resolutions, nominations, legislation, grievance, etc., general business, question box discussion on general trade matters. Wednesday evening—Complimentary dinner.

Thursday, February 13, 9.30 a.m.—Report of committees, general business, question box discussion on matters relating to the business end of a hardware store. 2 p.m.—Photo of delegates, election of officers, question box discussion on matters relating to the hardware store, such as care and display of stock, fixtures, windows, etc. Adjournment.

THE QUESTION BOX.

I. W. Bennett & Son, Gananoque, have sent to the secretary a practical topic for discussion in the "Question Box" section of the convention, referring to the selling of stoves on the installment plan.

J. E. Westcott, Ailsa Craig, has forwarded another subject for discussion relating to syndicate store competition.

Another member has suggested that the subject of storing oil so interestingly discussed at the last convention, be again taken up.

These are practical suggestions, showing that the members are doing some thinking and will have some interesting questions to drop into the box on the president's table when the convention opens. It is planned to have the box opened at each session as soon as the scheduled business has been transacted.

Either A. J. Scott, Marine City, Mich., secretary of the Michigan Retail Hardware Association, or Porter A. Wright, Holly, Mich., vice-president of the same organization, is expected to attend the Ontario convention and conduct the "Question Box" discussion, as well as to give a talk on the value the Michigan Association has been to its 700 members during the past eleven years.

MERCHANTS GETTING TOGETHER

At a recent national retail hardware convention, writes "Hoop Iron," in the Iron Age, a delegate from one of the Western States was speaking on the subject of whether the word "dealer" or "merchant" should be used in the name of the association. He said that before the day of associations "junk dealers" would have been the most appropriate name for the hardwaremen of his State, but now, since they have had a chance to get together, there had been such a slicking up of stocks, and change in the method of bookkeeping and system of doing business, that he thought they might call themselves "merchants."

We must not delude ourselves with the thought because we are doing business in 1907 that we are superior business men to our daddies of 50 years ago. Some of those old merchants who went to New York twice a year to buy goods were merchant princes beside some of the woodchuck dealers who never get but a few rods away from their holes. The old-time merchants rubbed up against larger and better business heads during their trip and came home with broader ideas and better prepared to increase their prestige in business affairs.

In times of unusual conditions, for instance, like the present financial stringency, a hardwareman wants to consult with hardmaremen. He can read in his morning paper what leading business men say about the situation, which is good so far as it goes, but if he could get the ideas of half a dozen good, hustling hardwaremen in nearby towns or cities, he can make up his mind much better just how to handle his business in his own town.

The getting together is an absolute necessity to those who desire and expect to better their business conditions, as well as make better citizens, and have a broader understanding of matters and men.

SAVING ON INSURANCE.

The Mutual Insurance Committee will have something of interest to report at the coming convention. A firm of insurance brokers representing some strong companies, are willing to enter into a profit sharing arrangement on a very favorable basis to hardware merchants on certain conditions very easily arranged. The matter is not yet in definite shape, but sufficient has been done to warrant the statement that if the trade in Ontario takes hold of the good thing to be explained later, every hardwareman who places his insurance through the association will make a substantial saving without the investment of a single dollar.

Only members of the association, of course, will receive the benefits derived from this arrangement. Take hold and make the proposition a success.

SEE YOUR NEIGHBOR.

By the way, remember that we took in about two dozen members at last year's convention. We want to beat that record this year, and if you can prevail upon some neighbor who has never yet joined the association, to come to the meetings this year, you will be doing more good for the association than you can accomplish in any other way. If he comes he's pretty sure to join.

JOIN THE ASSOCIATION.

Because it will be the act of a sensible man who perceives the great value of trade organization.

Because it will help you through your difficulties, and protect you in time of trouble.

Because it will keep you directly in touch with your fellow hardwaremen, whose motto is "Defence, not Defiance."

Because the association does not support the wrong-doer, but safeguards the interests of the legitimate retailer.

Because you never know when you may need its aid.

Because the cost is small, and you are not a man to enjoy trade benefits at the expense of your fellow retailer.

Because in unity there is strength.

Because self help is the best help.

Because, by organization, absolute unity of action is assured, for the purpose of protection and defence, locally and nationally.

Because it facilitates inter-communication on all questions affecting trade, and insures the voice of the retailer being heard.

Because it watches closely, and opposes by every possible means, all measures calculated to injure the trade.

Effective Retail Hardware Advertising

Hardware and Metal's Holiday Advertising Contest Awards—Some Fine Ads., the Prize Winner being sent by Emerson & Fisher, St. John.

It's only natural that every human being who has a task to perform, should consider that his particular task is the hardest proposition anyone ever got up against. But you'll agree with us, nevertheless, that the task of judging The Hardware and Metal holiday advertising contest is the reverse of an easy one.

In response to our offer of a prize of $5 for the best advertisement of a hardware store, published during the month of December, many hardwaremen all over Canada sent in copies of their Christmas ads. These varied in size from full newspaper page down to 3-inch single column, and only the limitation of the space at our disposal prevents us treating all of them in detail for the benefit of all our readers.



One of the "runners up" in the Holiday Ad. Competition—Sent by A. W. Humphries & Son, Parkhill, Ont.

In judging this contest, and awarding the prize to Emerson & Fisher, St. John, N.B., the judges have not necessarily considered mere size, although the winning advertisement is a full page one. The winning ad. was chosen because it appealed to the judges as embodying the greater number of business bringing, selling points. There are others pretty nearly as good. Among these are the full page ad. of A. W. Humphries & Son, Parkhill, Ont.; the half-page ad. of DeWitt Bros., Napinka, Man., (written by G. H. Herity); the full-page ad. of Ingram & Davey, St. Thomas, Ont.; the double column ad. of Bridge Bros., Thessalon, Ont.; the 13-inch three column ad. of C. C. Falconer & Co., North Winnipeg; the 13-inch three column ad. of the Marks, Clavet & Dobie Co., Port Arthur, and several small ads., written by James H. Blue, with the J. H. Ashdown Hardware Co., Calgary. Still other good ads. judged were from: J. & T. M. Piper, Fort William; Westman's Hardware, London; R. F. Johnston & Co., Acton, Ont.; Hunt & McLeese, Abernethy, Sask.; Carter Bros., Picton, Ont.; A. M. Bell & Co., Halifax; Adamson & Sproul, Orangeville, Ont.; Geo. W. Ecclestone, Bracebridge, Ont.. and the Hockin-Siddons Hardware Company, Moose Jaw, Sask.

In a class apart we have placed two three-column hardware ads. of Stanley, Mills & Co., Limited, Hamilton. These ads. are about as good as hardware ads. can be, but the judges had in mind when judging the idea that Christmas features should be considered. These Stanley Mills ads. are models well worth studying by the trade as models of the kind of retail advertising that can hardly fail to bring business, but have no special features as Christmas ads. In this point they differ from almost every other ad. entered in the contest, and were accordingly not classed in the contest. These, with others, will be reproduced in future issues of Hardware and Metal.

The Prize Winning Ad.

Now, for a consideration of the points of the prize winner. The first point to be noted is its simplicity. Instead of a lengthy editorial at the head, the writer of the ad. has constructed a head-line which says a whole lot in a very few words, and the shortness of which permits of it being set in eye-compelling display type. "Here are just the things for Christmas," is a headline which simply cannot fail to attract the attention of any reader who is at all concerned in the buying of Christmas gifts.

This brief-and-to-the-point headline is supplemented by a paragraph of a similar nature which gives information in terse, quickly understandable terms.

Then, attractively laid out, (though the arrangement might have been a trifle more harmonious) comes a number of suggestions for Christmas presents set

out, described and illustrated in an attractive style. Each item has a crisp sentence or two descriptive of the merits of each article as a Christmas gift, headed with the name of the article in heavy type, illustrated with good cuts of the articles themselves, and with prices plainly stated.

All through the ad. this plan of crisp word-and-picture illustration, accompanied by price, is consistently carried out, producing an ad. which is at once harmonious and convincing, and that without the least waste of words, and altogether free from the grandiose talk which quite frequently detracts from an otherwise good ad.

For the rest, the ad. might be improved by a different arrangement of the cuts; but that is a detail which by no means detracts from the general efficiency of the ad., particularly as it occupies full page space.

Humphries Good Ad.

The full page ad. of A. W. Humphries & Son is a good example of the jolly kind of advertising. We think that a straight "value talk" would be more effective in actually disposing of goods than the Santa Claus talk, although that is a mater of opinion. The set up of this ad. could hardly be improved upon, the best possible disposal having been made of the reading matter and cuts, while the border and Santa Claus cuts give the ad. a holiday tone. The weak point in this ad. is, we consider, the fact that more of the space wasn't used for described and priced suggestions. A few more articles might have ben set out with the points outlined, such as, "Pocket Knives—Four-Bladed, Bone Handled Pocket Knives, Sharp as a Razor, that will delight the heart of your boy. Christmas price 60 cts.," and so on. It often happens that actual priced suggestions will bring in a customer which all the "editorial" talk imaginable couldn't draw out.

Commendable Manitoba Ad.

The half-page ad. of DeWitt Bros., Napinka, Man., is also an excellent specimen. Not an inch of the space has been wasted; and the only improvement we can suggest in the set up is that the prices would have had more emphasis if set in heavier faced type. The heading and opening paragraph are fine, and of the straightforward variety which builds up the reputation of a house. The ad. is so well written that the lack of cuts is hardly noticed. Each paragraph is a good one—some being particularly fine—the paragraph about "Keen Kutter" tools, for instance. Here is good argument and suggestion followed by a discount inducement which can hardly fail to appeal to fathers of mechanically inclined boys.

A sense of hurry will do more to befuddle the human faculties than any other feeling. Work quick, but don't bother about the train. Sell goods as long as there are any goods to be sold. Take the train afterward.

BOOMING GAS STOVES.

The opening of a number of gas wells in the vicinity of the St. Lawrence valley has opened up a demand for gas stoves in that district of Canada of considerable magnitude.

The borings for natural gas in the district of Quebec Province have proved its presence in many sections. Enough wells have been opened to supply a number of towns for lighting, heating and manufacturing purposes. In Three Rivers, a cotton factory now building, to employ several thousand operatives, will be supplied with power, heat and light by local gas wells; many other factories are already so supplied; and churches and homes are thus heated and lighted. There is great probability of the extension of this system to Montreal if the supply shall prove as abundant as anticipated, the American concessionaries believe that the St. Maurice valley will develop the largest gas fields in Canada, comparable in magnitude to the biggest fields in the United States. Gas for manufacturing purposes costs at Three Rivers 20 cents a thousand feet. Allowing for the cost of piping from the source at St. Barnabe to Montreal, it would be possible to undersell gas and electricity for light and power. American gas stove manufacturers have opened branches there for the sale of their goods with much success. One concern reports sales to the amount of $2,000.

Continual urging is the price of success to the salesman.



Prize Winning Ad. sent by Emerson & Fisher, St. John, N.B. As originally set it had a neat border, but this is not reproduced.

Industry — persistent industry — will win where mere brilliancy will prove an utter failure.

Finding good business is in reality finding good friends who will do business your way and profit thereby.



SIZE 4½ x 2⅜ INCHES
HOLD-BACK
No. 5 Royal Bronze.

Spring Hinges

Made in Canada

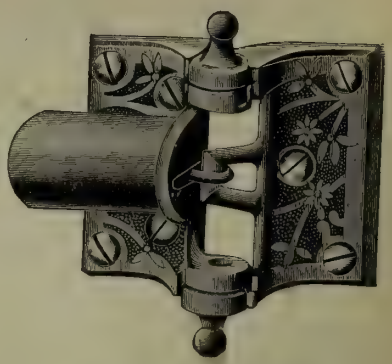
All Our

SPRINGS

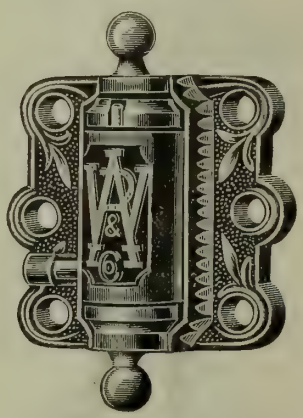
are made from

CRUCIBLE STEEL WIRE

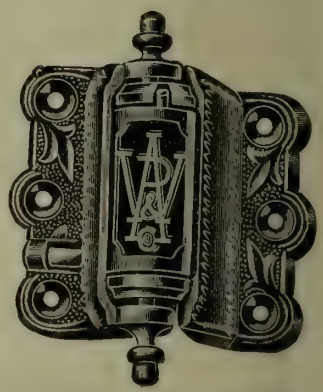
Oil Tempered and will not straighten out or fail to act.



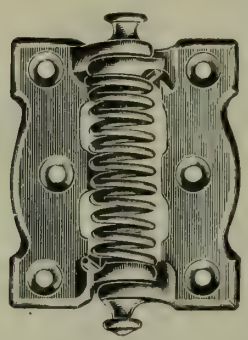
SIZE 3½ x 3½ INCHES
HOLD-BACK.
No. 10 Japanned.



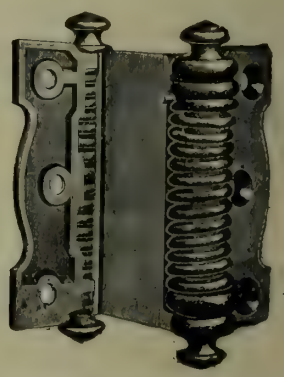
SIZE 4½ x 3 INCHES
HOLD-BACK
No. 20 Japanned.
No. 120 Antique Copper.
No. 220 Bronze Plated.
No. 320 Dull Brass Plated.



OFF-SET FOR ⅞ in. THICK DOORS.
HOLD-BACK.
No. 192 Japanned.



SIZE 3¾ x 2½ INCHES.
SINGLE ACTING
No. 51 Japanned.
No. 151 Antique Copper.
No. 251 Bronze Plated
No. 351 Dull Brass Plated.



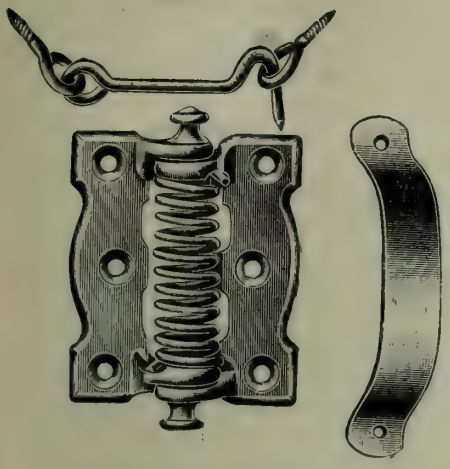
Size of Centre Plate inside 2⅞ x 1⅛ inches.
DOUBLE ACTING.
No. 50 Japanned.

Remember your customers will hold you responsible for the quality of goods you sell.

TAYLOR-FORBES

MONTREAL BRANCH, 122 Craig St. West.
Head Office and Works, GUELPH, ONT.

Screen Door Sets

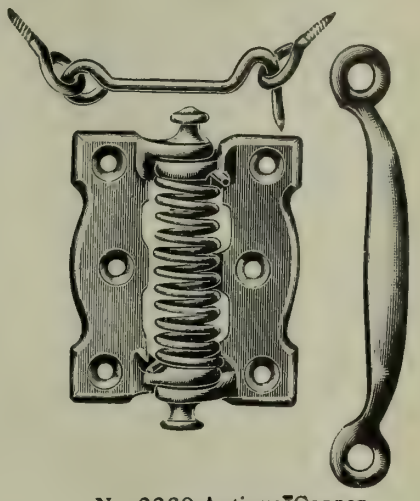


No. 2250 Japanned.

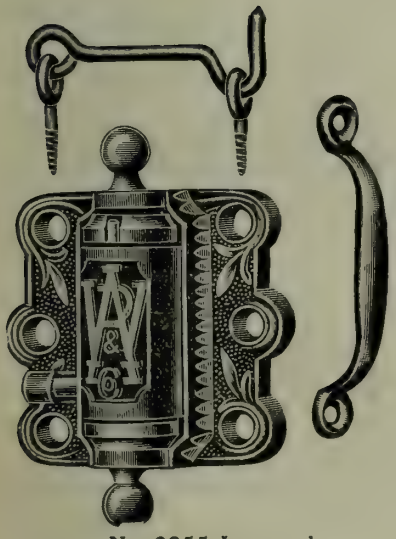
All kinds are packed one set in a box with screws to match

Castings are heavy.

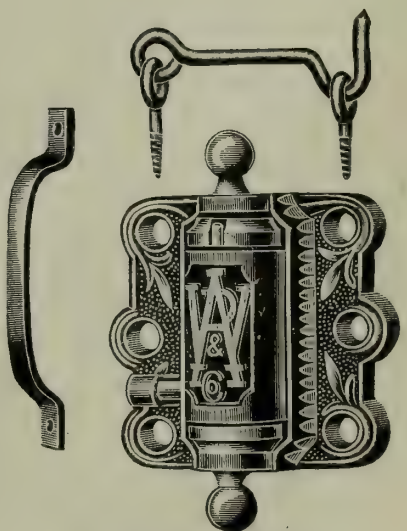
Finish cannot be excelled.



No. 2260 Antique Copper.



No. 2255 Japanned.



No. 2265 Antique Copper.
No. 2275 Bronze Plated.
No. 2285 Dull Brass Plated.

It will pay you to handle only goods made by reputable manufacturers who are well known to you.

COMPANY, Limited

Agencies—H. G. ROGERS, St. John, N.B.
W. A. MACLENNAN, Vancouver, B.C.

Matters of Mutual Interest

Advertising Rates to Advance—Improvements in Mechanical and other Departments—Employes work Shorter Hours—Wide Circulation of Hardware and Metal—Value of the Want Ad. Columns

Owing to the steadily increasing cost of production it has been found necessary to announce an advance of about 25 per cent. in the advertising rates in Hardware and Metal, commencing in March. For a year or more past the necessity of this action has been pressing itself upon the publishers, but a reluctance to disturb present relations with many advertisers has delayed the decisive action until this spring.

* * *

A few months ago many enlargements were made necessary in the mechanical department, both in the form of new machinery and in an increase in the staff of workmen, the change being largely due to the agreement entered into between the employing printers and the journeymen, the new arrangement providing for a shortening of the workday from nine to eight hours, as well as allowing an increase in wages on a sliding scale basis, covering a period of several years. This, taken in conjunction with the steady advance in the price of printing paper, machinery, type, ink, etc., has made a heavy increase in the cost of production. Wages of printers, for instance, have increased from $11 a few years ago to from $15 upwards at present, while with the shorter workday not only is a larger mechanical staff necessary, but special men must be employed to keep the machinery in full operation.

While referring to the mechanical department it might be said that the MacLean Publishing Company have adopted a new system in force in no other office in Canada, and in but few in America. Every year one-third of the type, borders, etc., is thrown out and the most modern type faces take their place. Every three years, therefore, a complete new outfit is in use. This has made necessary the recent cancellation of the type book in use by many advertisers in this paper.

* * *

Still another factor has been the extensions made in the editorial department. The wide circulation of Hardware and Metal, covering fully 98 per cent of the hardware merchants in every corner of the Dominion, has made necessary a larger staff of writers and correspondents. Several specialists have been added to the staff during the past year and a marked development has been made in the correspondence pages, every province now being represented by staff writers. It is the intention to continue adding specialists on various subjects from time to time, making the paper invaluable for reference in every department of our subscribers' activity. Retailers can assist us at times by mentioning the paper in their letters to both new and old advertisers, although we realize that this little courtesy is easier overlooked than remembered.

* * *

The following letter from Fritz Dakin, with Dakin Bros., Digby, N.S., illustrates how much one subscriber thinks of the paper, and suggests a plan for fyling articles for reference which may be helpful to other readers. Possibly, however, someone can suggest a better method. Let us hear how others fyle the papers, save articles for future reference, or arrange to have their clerks see the paper for articles on salesmanship, window display, etc., or their tinsmith for articles on his branch of the trade. Mr. Dakin writes :

"I have been working a little scheme with copies of Hardware and Metal, and thought that some other subscribers might care to do the same if they are not already doing so. I take all the pages out of six Hardware and Metal copies and leave a half-inch margin on each leaf. Then I take out of all the copies I have the pages containing things that interest me and paste them in the six with leaves out. Each one of the six is for a different subject, as follows: "Advertising," "Business," (including articles on business management and miscellaneous subjects); "Patterns for the Tinshop," "Paints," (including Mr. Heckel's catechism); "Window Displays" and "Heating." I have found the above very useful for reference."

* * *

Now that Hardware and Metal so thoroughly circulates amongst hardware merchants throughout Canada an effort is being made to extend the circulation amongst the general storekeepers in the small villages, who carry stocks of hardware. Very gratifying results are being secured, and as more intelligent merchandising can be expected from men who read a trade paper, the trade as a whole will benefit from this wider circulation.

Beyond Canada's lines Hardware and Metal is also widely recognized as the authority to look to for information regarding the hardware trade in Canada, and letters have recently been received from such widely separated writers as Heinrich Lanz, Mannheim, Germany ; B. M. Goenka, Calcutta, India ; Spurdle & Bond, Wanganin, New Zealand ; Ozawa Shokwai, Kobe, Japan ; W. D. Lent, St. Georges, Bermuda; and Hugh Wilson, Christchurch, New Zealand. Another letter from F. Hewitt, North Stockport, England, is worth reproducing in its entirety. It reads :

"The editor of 'The Colonizer,' London, has advised me to write to you for information respecting a saw for hand power, used, I believe, largely in U.S. A. and Canada for felling trees in place of the old hand-saw or axe.

"I am under the impression I saw an advertisement when in Toronto a few years ago about this tool, and am anxious to find out where it is to be obtained. If you can give me some information on the subject, I shall be very thankful. I intend to purchase several if found serviceable, for use in West Africa. The tool in question is supposed to save quite considerable labor and would be a boon to many in Africa.

"Hoping you will be able to help me and thanking you in anticipation, I beg to remain."

* * *

The recent visit to Canada, of J. Meredith McKim, the MacLean Publishing Company's representative at London, Eng., also illustrates the international character of the MacLean Trade Newspapers, this company being the only Canadian publishing house to maintain English and foreign offices, with the single exception of the Toronto Globe. For eleven years Mr. McKim has been in charge of the London office, where now a staff of four represents the MacLean papers. Mr. McKim joined the MacLean staff as a boy and has now one of the company's most important assignments. His father and uncle were both members of the 13th Hussars in the Crimean war, and detailed to membership in the famous "Light Brigade," his father being assigned to the personal staff of Lord Raglan.

* * *

Iveson L. Cooke, Fenelon Falls, Ont., sends the following as a testimony of the worth of the "want" columns of this paper :

"Once again your paper has been of service to me. Two weeks ago I put an ad. in the "Goods for Sale" column and have realized the best results obtainable."

Mr. Cooke also sends an inquiry, which is answered in our "Letter Box" department.

* * *

Active preparations are being made for the Special Spring Number of Hardware and Metal, which is dated to appear this year on March 28. As usual, this year's number is expected to outclass previous issues, although, judging from the kind words written of last year's number, this will be hard to realize.

MONTREAL JOBBER DEAD.

L. H. Hebert, president of L. H. Hebert & Co., wholesale hardware merchants, Montreal, and a prominent French-Canadian, is dead at the age of 72. Deceased was born at St. Marc, Richelieu county, and came to Montreal in 1867. Entering the service of Prevost & Co., he was eventually admitted as partner, the firm assuming the name of Prevost, Hebert & Prevost. Fully 20 years ago the firm was dissolved, and Mr. Hebert became head of the firm of L. H. Hebert & Co., which was this year formed into a joint stock company, of which Mr. Hebert was president.

HARDWARE TRADE GOSSIP

Ontario.

The Junction Hardware Co. has succeeded C. M. Cutts & Co. at Toronto Junction.

Geo. Bohlander, Elmwood, Ont., recently sold his hardware business to Rudolph & Son.

Chalmers Bros., Palmerston, have adopted the cash system in connection with their hardware business.

F. W. Barrett, secretary of the Luxfer Prism & Expanded Metal Co., Toronto, died on Sunday, Jan. 26, at Montreal, of pneumonia.

Cyrus A. Birge, president of the Canada Screw Co., Hamilton, has been elected to the presidency of the Sovereign Fire Insurance Co.

M. J. McLaughlin, representing the U. S. Steel Products Import Co., Montreal, is calling on the trade of Western Ontario during the next few weeks.

The Standard Chain Co. of Canada has commenced operations at Sarnia, Ont., where they have erected an extensive plant. Alex. Gibb, of Montreal, is the sales agent.

It is impossible to estimate the loss but it is supposed to be covered by insurance. All the expensive machinery was uninjured. Preparations are being made to rebuild at once.

The rivalry existing between the hockey teams representing the Toronto hardware jobbers is again in evidence. On Wednesday night a team representing the Aikenhead Hardware Co. defeated Rice Lewis & Sons septette in a closely contested game. The score at the finish stood 3 to 2 in favor of the former team.

James D. Smith, hardware merchant, Baysville, Ont., was re-elected this year at the head of the poll to the council of that village. "I am insisting upon matters being run in a business way and am strong enough to carry my points," writes Mr. Smith, and the vote given him shows that his efforts are appreciated.

J. T. Smith, secretary-treasurer of Lewis Bros., Limited, Montreal, spent several days in Toronto last week calling on the trade. He also visited St. Thomas before returning east. This was Mr. Smith's first visit to Toronto and in addition to making the acquaintance of the firm's customers he made many strong friends.

A winding up order was applied for last week by creditors of the Toronto and Belleville Rolling Mills Limited, Belleville, to wind up the said company. The assets are approximately $125,000, with outstanding debts and bonds. James Hardy, of the firm of Jenkins & Hardy, chartered accountants, Toronto, was appointed provisional liquidator.

Canada Tin Plate and Sheet Steel Company's works at Morrisburg, the only tin plate and sheet steel industry in Canada, which commenced operations on December 2, received a severe blow on Monday. Fire broke out in what is known as the pickling room and destroyed about one-half of the big 800-foot building, including the pickling room, tinning room, galvanizing room, and sorting and shipping room, together with the general offices, in the latter of which were stored all their valuable papers, plans, patterns, etc.

The fire originated through the ignition of oil in one of the tinning vats.

Quebec.

F. P. Jones, of the Dominion Iron and Steel Company has been visiting Montreal.

Thomas Cantlie, of the Nova Scotia Steel and Coal Company, paid a visit to Montreal.

George E. Post, president of the Standard Coupler Co., New York, has been in Montreal, attending the dinner of the Canadian Railway Club.

In the Montreal manufacturers' hockey league, Northern Electric defeated the Montreal Packing Co. by 6 goals to 4; Canadian Rubber beat C.P.R. by 6 goals to 4, and the Steel works defeated the Rolling Mills by 4 to 1.

The Starke-Seybold hockey executive point out that the match between their team and Frothingham & Workmen was incorrectly reported last week. The game instead of ending in a win for the latter club, resulted in a draw of 2 goals each.

An exciting game of hockey was played at the Stadium, Montreal, between Starke-Seybold Co.'s team and Lewis Bros. The game had a tendency towards roughness, but owing to the efficient work of the referee, L. Watson, it was held under. Lewis's men were heavier, but they could not stand the pace of their opponents and the match ended in favor of Starke-Seybold by 5 to 1.

The annual hockey game between the members of the staff of A. C. Leslie & Co., Montreal, was played at the "Coliseum." After a heated struggle the bachelors proved their superiority over the benedicts by the score of 4 to 0. For the bachelors Macnish and McCuaig made some wonderful rushes through the heavy defence of their opponents, while for the benedicts, Foster and Copeland deserve credit for their aggressiveness in an uphill fight. After the match the party were the guests of the president at King's Hall, where an elaborate spread had been provided. Speeches and toasts were indulged in.

George Caverhill, the retiring president of the Montreal Board of Trade, in delivering the annual address to the members, referred to the excellent banking system of the country as exemplified in the way the recent financial depression was met. Going on to speak of the proposed bureau of transportation, Mr. Caverhill said the council had undertaken to establish such an organization. The estimated cost would be about $5,000 per annum, and to meet this a fee of $25 per annum would be charged to members. After alluding to the improvements in the ship channel and in the harbor, the retiring president referred to the question of the damming of the river St. Lawrence at the Long Sault Rapids The matter was now before the International Provinucial Waterways Commission and he claimed that the scheme should be opposed not only by every Canadian, but by every admirer of the beautiful on the continent of America.

The H. R. Rickey Co., plumbers Montreal have been granted a winding-up order. A meeting of creditors will be held on Jan. 27.

Western Canada.

A hockey team representing the staff of the W. P. Miller Hardware Co., Calgary, recently defeated the Hudson Bay Co.'s team by the score of 7—0.

ANOTHER SATISFIED MEMBER.

"I sent out nineteen collection form letters to delinquents and seven of them have paid their accounts in full. Four paid in response to the first letter, and three to the second. I collected $38.83 in all, and am well pleased with the results," writes C. B. Miner, hardware merchant, Cobden, Ont., to the Secretary of the Ontario Association.

BIG FIRE IN MONTREAL.

Fire broke out in the establishment of P. D. Dods & Co., paint and oil manufacturers, McGill street, Thursday morning, caused by the explosion of some chemicals, and in spite of the efforts of the firemen the fire spread to the adjoining buildings, occupied by E. F. Walters & Co., hardware, and Frost & Woods, agricultural machinery, and caused heavy damage in both these buildings. Three times the firemen succeeded in getting the flames practically extinguished, when explosions of chemical caused fresh outbreaks.

The loss is estimated at about $100,000. The P. D. Dods establishment is totally destroyed. Their loss will amount to about $60,000. E. F. Walters $30,000, and Frost & Wood $10,000.

Insurance will amount to about $80,000.

Major Hartley, mining engineer, of London, England, is examining iron properties in the townships of McTavish and McGregor, near Port Arthur, for an English syndicate, which is considering their purchase from New York and local people, with a view to their development. The properties are several thousand acres in extent and said to show indications of large deposits of iron.

The South Wales steel bar trade is being seriously cut into by American and German competition. In fact, the business has practically ceased, because the Midland dealers are being underbid from America.

SITUATION VACANT.

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL - - - - - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - - - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - - - 511 Union Bank Building
Telephone 3726

LONDON, ENG. - - - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - 1001 Teutonic Bldg.
NEW YORK - - R. B. Huestis, 544 West 145th St.
VANCOUVER, B.C. - - - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

THAT CO-OPERATIVE ACT.

Inquiry shows that few members of Parliament know anything about the proposed legislation making it possible for co-operative companies to be organized on terms grossly unfair to the ordinary limited stock business companies with which the co-operative enterprises will come into competition.

"Why, your article in Hardware and Metal a fortnight ago was news to me," said one M.P. this week.

If the legislators know so little about the proposed legislation the very least the Government can do is to allow the legislation to be held over for another year so that retailers and others can fully discuss the proposition before it becomes law.

Get busy then, hardwaremen, and write or see your local M.P., urging that he see Postmaster-General Lemieux, urging that if the measure is not thrown out entirely that it at least be held over for a year and another committee appointed to hear all arguments from people opposed as well as favorable to the co-operative law. Last year's committee heard only one side—that of interested parties in favor of the bill. And send a similar letter to Hon. Mr. Lemieux himself so that your views will be on record even though your M.P. neglects his duty to you in the matter.

ATTEND THE CONVENTION.

Hardware merchants in Ontario will make no mistake in deciding to spend a few days in Toronto the second week in February, attending the Retail Hardware Association convention, calling on jobbers and manufacturers, or taking in some of the other attractions billed for that week. It is not often that single fare rates prevail on the railways for a week in an off business season and outside of the regular holidays which draw such large crowds that traveling is uncomfortable.

The Ontario Retail Hardware Association is gradually gaining in the confidence of the trade, and while it has lacked the support of many of the well-known firms in the large towns and cities, these are gradually enrolling and in the course of another year the organization should be thoroughly representative of the trade. A move in this direction is to be made at the coming convention, when it is hoped to secure an executive composed of merchants from the larger towns.

An organization that fights for the rights of the retailers is bound to win respect, and an organization that does things for its members, helps to collect bad accounts, to lower insurance rates, defeat unfavorable legislation or secure the passage of helpful laws, is certain to win support. These things the Ontario Retail Hardware Association are doing in addition to handling trade matters deserving its attention and it is now safe to say that the organization is a fixture and will steadily grow in membership and influence as the years roll by.

WILL BE A GOOD YEAR.

The recent inventory proceedings of many of the wholesale houses made evident the gratifying, as well as highly important fact, that despite the break in trade in November and December, sales for the whole year were little, if at all, behind those of 1906. The alarmists who paid undue importance to the effect on trade of these two bad months, and conjured up all manner of gloomy predictions as to what the results would be, not only for the coming year, but for the twelve months nearing completion, should take to heart the lesson taught by the full harvest of 1907. Frightened by the shadow of November and December, they forgot to take into consideration the blaze of sunshine under which the other months worked, and from under this shadow likewise they made no allowance for a similar state of things happening in 1908. Surely there is every right to assume that if ten months of 1907 can thus carry so comfortably the concluding two months of that year, the latter months of 1908 should be just as able to carry the load, say of January and February, and probably March, as well.

One swallow does not make a summer, neither does one, two, nor three lean months necessarily make a lean year. It does not show a very strong belief in the recuperative powers of the country, or a strong confidence in the inherent stability of our resources, to feel alarmed as to the future, because trade does not open out under a strong fanfare of prosperity. The pessimist should be encouraged by the moral of 1907. The result of one year, can be made the result of the next.

There is another reason why there should be good prospects before the country, and one that does not hinge upon comparison. There is the falling off in the demand of November and December to be made up. Trade was not depressed in this period, because the needs of the country were lessened by a weakening in the consumptive desire, but by the lack of power for the time being to satisfy the desire to the extent hitherto within reach. But the country will not go on short-commons for long. Money is circulating more freely every day, and the consumptive deprivation suffered at the end of last year will assuredly be made up for when conditions allow. Therefore to the natural demand which can be expected from the country during the year, we may add the balance of November and December, presuming there is no great trade cataclysm to contend with, and the most ultra-pessimist does not anticipate such a catastrophe.

Why should there be doubts as to the future! If 1907 can stand two lean months, 1908 can likewise stand a similar period. It is better to start badly and end well, than to start well and end badly. The country is now on a more solid basis. The air is cleared and wild cat speculations have been repressed. The belief is expressed by financial authorities that money will flow into the country in a greater steam than ever, and capital is the one great thing that Canada needs. After the storm the calm, after the panic the awakening to the fact that things are not so ill as they at one time seemed to be. Under the encouragement of this awakening there is no reason why this year should not be made a truly banner one.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

With all the employes of the C. P. R. car shops laid off for another week and considerable curtailment of employes in other large industries, more or less directly connected with railway transport —the fact is forced home that conditions in the West have materially changed since this time last year, when freight cars were hardly to be obtained for love or money. In January, 1907, if any railway in the Canadian West got hold of a few foreign cars they hung on to them for dear life, and only sent them home when absolutely obliged to do so. In January, 1908, foreign cars are being rushed home to their respective roads as if a pestilence possessed them. The Canadian Northern Railway is supposed to have 2,000 empties standing idle at the present time, and it is quite probable the Canadian Pacific has double that number of empties; 1,500 are credited to Fort William alone, and every gravel pit siding between the lakes and Winnipeg has its contingent, and Winnipeg yards also have a number. There are several factors in bringing about this condition of affairs, chief among them being the short crop in the West, even the large amount of wheat being shipped all rail to St. John, not sufficing to make up the difference between this year and last in this one line alone. Another factor is the exceptionally large amount of coal hauled during the summer months in anticipation of a possible repetition of last year's shortage of fuel. Again the financial stringency has curtailed the movement of merchandise to a very considerable degree, merchants cutting things as fine as possible, and, lastly, there is the tendency to hold back freight as long as possible in the hope of a more satisfactory freight tariff after the commission has taken evidence in Ottawa next week. The Winnipeg Board of Trade is sending a very strong delegation, and it is understood an energetic fight will be put up against the proposed tariff, more especially those sections which have heretofore been known as commodity goods to the Kootenay and other Western points. Railway men state that there is not much likelihood of improvement in the movement of cars before next spring, but that when spring opens they anticipate a very busy season. In the meantime the laying off of large bodies of men even for a week has its appreciable effect in retail trade, which is rather quieter even than usual this January.

Wholesale houses continue to report conditions fairly satisfactory. In the matter of collections, some of this is no doubt due to the more emphatic effort that has been made to get money in.

The wheat situation has shown little change, beyond a slackening of demand for cash wheat of the higher grades, due, no doubt, to unexpectedly large shipments from Australia to Great Britain and the larger movement of the Argentine crop which is now coming forward very freely. Receipts of cars at Winnipeg have been well sustained, but in spite of fine weather receipts at country elevators have decreased during the week.

The most important matter in grain circles during the week has been the hearing before the Agricultural Committee of the arguments pro and con on the proposed amendments to the charter of the Winnipeg Grain and Produce Exchange. The case is rested now, and it is not known whether or not the bill will be returned to the House for final reading in its present form. If it should pass, it will go on record as absolutely the most vicious piece of legislation in its interference with private rights and private property that has been placed on any statute book in Canada in the last twenty years. H.

THE METAL SITUATION.

A slight sign of uneasiness is observable in the metal markets. After two weeks' steady progress towards the haven of stability, danger signs from the direction of tin and copper again make their appearance, giving emphasis to the folly of "hallooing before one is really out of the wood." Under different conditions the metal markets would not feel this uneasiness so promptly, for, after all, the break is not immediately ominous by any means. But a hurricane has only just been weathered, and the ship is not in a fighting trim to meet further buffeting with assurance. Nervousness has not yet given place to absolute confidence in the firmness of the general recovery. Under a continuance of the improvement that has lately taken place in the markets, a reaction later on in any particular direction would not cause so much apprehension as at the present moment.

Tin is proving the least reliable of the metals, and it is the weakness of its present position in the English markets that is proving the great disturbing element at the time of writing. The metal has slumped £2 10s. during this week, and the knowledge that the sword of Damocles hangs over its head in the heavy holdings of a speculative syndicate, induces a feeling of nervousness when the conditions are considered. It may be that the break this week is not due to any heavy unloading of stocks—the next two or three days will tell—but merely a fluctuation due to lack of stability and firmness in demand, under which all the markets at the present moment are suffering. Some comfort may be gleaned from the fact that the market closed steady, but all the same there is the feeling that the metal may slump again at any moment. If English prices did not govern the general markets of tin, a reaction would be less dangerous, but, unfortunately, the cue is taken from across the Atlantic.

Copper, likewise, in the Old Country has declined. Here again it cannot be said that we have been taken by surprise. There has been a great amount of importing done on that side, in fact, this steady demand helped prices in New York to regain their present level. We have expressed our doubts as to the bulk of the metal being consumed, or whether it was being held for speculative purposes. The present decline in the Old Country of £1 12s. 6d. may be due to some unloading of these stocks. If so, then New York will feel the effect. Happily, the ruling price of copper is governed from this side of the Atlantic, and break in the English market, presuming it is not too extensive, is not so serious as it is in the case of tin. It is unfortunate that these signs of weakness should appear just at present, especially in view of the fact that full vigor has not yet come to the markets generally. The other metals are showing a satisfactory firmness. Lead and spelter are holding out good promise, and unless they are overwhelmed by retrogression in the primary metals, should gather firmness from now onwards. Iron maintains its strength, proving itself the most reliable horse in the team.

EFFICIENT SERVICE WANTED.

The Kinistino Echo supports the view taken by Hardware and Metal and says that as long as "postal positions are the plums in the gift of political aspirants a thoroughly efficient service cannot be expected. If a system of civil service were adopted with a more liberal salary rate a great benefit would be conferred upon the country in the way of improved postal conditions."

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Unchanged at 15c.
Ingot Tin—Still at 32c.
Lead—No change.
Turpentine—Up 5c. a gal.
Ground White Lead—Further cut of 25c.

MONTREAL HARDWARE MARKETS

Montreal, Jan. 31.—Trade is much about the same as it was last week. Orders for spring delivery are improving slowly, but the full rush will not be felt by the jobbers until the end of February and during March. Prospects are bright for a good spring trade. The demand from the Northwest may not equal that of last year, but the East shows signs of keeping well up to the average.

Collections are fair, and there is evidence all the way round that money is commencing to move more freely. The Northwest was the greatest offender as regards collections last year, but jobbers anticipate that it will retrieve its reputation when trade opens out. There is evidence that there will be no lack of capital for farming operations.

Builders' Hardware and Supplies—There is little change in the new list of prices issued by the American manufacturers. Figures have been balanced, and one or two lines are slightly lower, but, on the whole, little alteration has been made. Lock sets are beginning to move better, and some fair orders have been received from the West, where building operations show signs of good promise.

Nails—Prices are being maintained here at $2.35 base per keg. Dealers are now booking ahead for spring delivery, and the demand shows signs of improving.

Lawn Goods—Orders are commencing to come in for lawn mowers, garden tools, wheelbarrows and rubber hose, but the rush of the trade is not expected until the end of February. Prices are unchanged.

Bolts and Nuts—These lines are moving more freely, although railway orders are somewhat lighter than usual. Stocks on hand are well assorted, and prices remain firm.

Sporting Goods—Articles in this department have not commenced to sell freely as yet, excepting ammunition. Jobbers will probably have a better assortment this year than last, in the latter article, and there is little danger, so far as can be seen, of a shortage similar to that experienced in 1907.

Lumbermen's Supplies—Axes are beginning to sell in better quantities as well as boot calks. The demand still shows a falling off, compared with last year, and the prospects, although they point to a good call, suffer in comparison.

Screws—Stocks of screws are now better assorted, but some of the sizes still appear to be short. It would be well, therefore, for dealers to place their orders early to avoid the danger of being held up again. Prices are unchanged.

Shot—Sorting-up orders continue to be the main feature of the trade. Orders for spring delivery are at present few and far between, but the next week or so should show a decided improvement in this direction.

Railroad Supplies — The demand shows a slight falling off, and it looks as if the immediate wants of the trade were, for the time being, supplied. The effect of the severe weather will be felt in the delay to the construction work now going on. A heavy demand is anticipated in the future, as operations are to be carried out on an extensive scale when the winter gives out. Rail track bolts, crowbars, and powder are still moving well.

TORONTO HARDWARE MARKETS.

Toronto, Jan. 30.—A comparison between the trade done during the month with that of the same period for the past five years shows that with the exception of 1907 this year's business has averaged up fairly high. At present considerable booking is being done for spring delivery and a good sorting business exists at present for winter goods. The cold snap of the past few days has helped to stimulate the sale of winter goods and an increased demand for the various lines has been the result. Collections are improving and reports coming from the western provinces show that if the prospects of next year's crop are bright during the next three months business will boom again this year. Building operations are still at a standstill, but with the advent of the spring a large demand for the lines used in building is sure to result.

Some American manufacturers of builders' hardware have revised prices, the readjustment being especially on goods into which copper and brass enter largely, particularly bronze butts, knobs and other door trimmings. These prices have been reduced about 10 per cent., but few, if any, changes have been made on heavy iron and steel goods. Sargent & Co., among other manufacturers, are about to issue a new general price list.

Nails—The price is being firmly maintained in Toronto regardless of the reports of cutting which come from the east. Stocks are fairly plentiful and a steady demand exists at present. We still quote at $2.45 per keg.

Builders' Hardware and Supplies—The demand is again becoming seasonable for these goods, and prices remain unchanged. The new lists have made no change in this respect, last year's prices being firmly maintained by the manufacturers. A normal demand for these goods has been noted all winter, as the result of the broken weather, and booking is considered larger at present than was the case in 1907.

Lawn Mowers—A normal demand exists and business will pick up as the season advances. There has been no change in prices since the new lists were issued.

Shot—The price of shot remains firm with but little demand. Some booking for future delivery is being done. We still quote 20 per cent. off list.

Copper and Brass Goods—There is a steady demand for this class of goods at present and prices, contrary to expectations, are being firmly maintained. Booking for futures is well under way.

Bolts and Nuts—Business is steady and booking for spring delivery is coming in more freely. There has been no change in prices during the week.

Screws—The demand is still slow, but indications point to a speedy revival of trade. Considerable booking for future delivery is being received at present. Quotations remain 85 and 10 per cent. on flat, and 80 and 10 per cent. on round heads.

Solder—Solder remains at 20c for half-and-half.

Sporting Goods—The recent cold snap has proved a boon to dealers having a stock of sporting goods at hand at present. Stocks are not well cleared out this year owing to the open winter. There is a fair demand for ammunition at present.

Building Paper—The demand is on the increase, booking now being received in fairly large orders. The revised price list appears under current market quotations.

MONTREAL METAL MARKETS.

Montreal, Jan. 31.—Prices maintain their steadiness this week and the policy of the merchants generally in endeavoring to establish a firm basis to the markets is bearing good fruit. Ingot tin has rather disappointed hopes this week by experiencing a setback in the Old Country, but the local price has not at present been affected, and for this we may thank the prudent course adopted in the regulation of quotations when the markets commenced to revive. Copper likewise is lower in the Old Country, but this was to some extent anticipated, owing to the large amount of importing that has been going on there. The New York price remains steady, and so long as it does, prices should not alter this side.

Altogether the market does not close so favorably as it did last week, although we do not anticipate any great setback. The fact that prices remain firm in the circumstances shows the benefit of inducing stability to the markets.

Copper—This metal retains its strength in New York, but in the English market it is now quoted at £62, which is a drop of 12 shillings and sixpence over last week. Doubts have been expressed all along as to the strength of the recovery in the English market, owing to the large amount of copper that has

been bought recently. It may be that all this metal was consumed, and that the present cut is merely a fluctuation to which all markets are liable, especially when they have not regained full strength. If, however, copper has been held for speculative purposes, and there is any unloading going on, then the market will suffer an unfortunate relapse, and New York will be affected likewise. At present there is no change locally at 15c. with a quiet demand. There may be a shading in price, however, for second hand lots for immediate delivery.

Ingot Tin—This metal has again proved the disturbing element of the week. It has eased off £2 10s. in the English market since our last quotation. It is not yet certain whether the threatened unloading of the eastern syndicate has brought about this decline. If they intend to throw their metal on the market, tin will experience a heavy hammering in the next few days.

The fact that the market closed firm, however, gives hopes that there isn't any great process of unloading going on. Locally there is a fair business doing and prices for the present remain at 32c.

Pig Iron—The tone of the market generally is quiet. Stocks in England are showing a slight increase, which tends to keep prices down. The lowering of the interest rate is however expected to result in a resumption in operations on the part of the pig iron consumers, which should have the effect of strengthening the market. There has been a further shading in prices, and we now quote Cleveland warrants 47s. 7d. The United States market continues in a somewhat unsettled state. Southern furnaces are cutting prices, which has resulted in the turnover of a considerable tonnage since the first of the year. Northern and eastern furnaces are however maintaining a strong position by curtailing output. The general tendency is more favorable and owing to the improving financial conditions it is not thought that any further material reduction will be made in the price of raw material. Locally the position is quiet, but inquiries are now being made for a fairly heavy tonnage for delivery during the next two or three months and also after the opening of St. Lawrence navigation, prices being governed principally by the condition of the English market. Small lots ex-store for immediate delivery continue to command good prices. We quote Middlesboro No. 1, $21.50, ex-store with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Lead—Lead is steady in the English market at last week's quotation of £14 12s. 6d. The demand here is good and it looks as if lead would turn out to be one of the most staple of the markets. We still quote 4½c.

Antimony—There is nothing of moment to note in this market. Prices are stronger in the foreign markets but there is not enough firmness to them to increase quotations here.

Spelter—Spelter is gradually improving its position, and the outlook is brighter than it has been for many months past. The metal has been selling at less than actual cost of production and prices will advance rapidly when the turn comes. Lessened production is still the order of the day. Spelter continues to be quoted at $4.50 to $4.55 East St. Louis, while in the English market the price is up 5s. quotations being now £27 17s. 6d. Locally there is still no change.

LONDON, ENG., METAL MARKETS.

London, Jan, 28.—Cleveland warrants are quoted at 47s 6d, making prices as compared with last week 4½d lower.

Spot tin opened steady at £122 17s 6d, futures at £123 12s 6d, and after sales of 180 tons of spot and 700 tons of futures, closed steady at £123 for spot and £123 12s 6d for futures, making prices as compared with last week £1 15s lower on spot and £1 17s 6d lower on futures.

Spot copper opened firm at £61 15s, futures at £62 10s, and after sales of 300 tons of spot and 500 tons of futures, closed firm at £62 for spot and £62 12s 6d for futures, making price as compared with last week 15s lower on spot and 12s 6d lower on futures.

Lead—The market closed at £14 12s 6d, making price as compared with last week 2s 6d higher.

Spelter—The market closed at £20 15s making price as compared with last week 5s lower.

TORONTO METAL MARKETS.

Toronto, Jan. 31.—Foreign speculation in tin and copper has made wide changes in outside quotations during the week, the net result being a marked decline in each case. This has had an unsettling effect on the local market, but jobbers are maintaining prices in an effort to keep the market in hand.

Copper exports to Europe continue to be very large, with consumption in both America and Europe very light. This means that the metal exported is being warehoused and becomes a determining factor to be calculated upon in future movements of the market. Should an advance occur in America this metal in European warehouses may be unloaded or should prices fail to advance and the warehouses become overstocked, the outlet for America's over-supply will be cut off and prices must drop or production greatly curtailed. Looked at from this standpoint the outlook for copper is by no means encouraging. Locally, we quote 15c, but this is shaded for buying in quantities.

Tin, likewise, is weaker, with from 27c to 28c quoted in New York. Prices declined sharply in London during the week firming up on spot a little on Tuesday. Consumptive buying is confined to small lots and with a constant fear that the Straits Syndicate may unload its hoarded stocks there is a marked feeling of uneasiness. Jobbers report local buying fair at 31c.

Pig Iron—Contrary to other metals, pig iron holds steady, with quotations unchanged at $22.50 for Canadian foundry iron and $21 for No. 3 English. Prices in England are a shade lower than a week ago and American iron is coming into competition with English for export to Mediterranean ports. Stocks of British pig iron in the Middlesboro district are increasing, after a long period of decrease and prices recently dropped to 47s 6d for No. 3 Middlesboro. The London Iron Trade Review states that ever since the early part of March, 1906, the stock of Cleveland pig iron in Connal's public stores has been rapidly declining—there was scarcely a single day between March 5, 1906, and the end of November last when an increase had to be recorded, but now the situation has changed, and almost every day an increase has to be shown, and this notwithstanding the large reduction in the production of pig iron in the district. The lowest point which Connal's stock of Cleveland pig iron touched since the middle of 1904 was 85,708 tons on December 21 last; at the close of the year the quantity held had increased to 89,203 tons, and on January 16 the quantity reported was 94,656 tons. There is thus an increase from the minimum of 8,948 tons. This change tends somewhat to weaken the market. Besides this the stocks in some of the makers' yards are also increasing. This is therefore a complete reversal of the tale that has had to be told over many months. British pig iron in public stores in tons is now as follows:

	Jan. 16, 1908.	Jan. 17 1907.
Connals's at Glasgow, Scotch	1,149	5,250
Do., other makes ...	500	4,000
Connal's at Middlesboro	94,645	521,600
West Coast hematite	7,055	79,600
Total	103,299	610,450

Pig Lead—Imported pig lead is quoted at about $4.25 locally, with Canadian lead about 15c lower. The market is steady with no special features to report.

Spelter — Buying is light, but the price keep firm at 5c for domestic and 5¼c for foreign.

Antimony — Quotations continue at from 10½c to 11c.

Old Materials—The demand is light, but there is some little buying from day to day. Prices are unchanged.

U. S. METAL MARKETS.

Cleveland, O., Jan. 30.—The Iron Trade Review says: Slightly over 46 per cent. of the Steel Corporation's blast furnace capacity is now in operation. In finished lines, there is a general increase in the percentage active, but the gain is so slight as to indicate scarcely more than the maintaining of the present pace. It is noteworthy that since the low level reached during the holiday weeks the rate of recovery has been much slower than during the corresponding period following the low point production in the slump of 1903-1904.

All the Lackawanna Steel Co.'s finishing mills, with the exception of the rail mills, are in operation. The Eastern Steel Co. has started up two additional open hearth furnaces, and several departments of its rolling mills. In the general manufacturing field throughout the east, however, the average of active capacity is still low, ranging between 25 and 50 per cent., according to the industry.

There is surprisingly little storage of pig iron in eastern furnace yards. Aside from one eastern Pennsylvania interest (Robesonia), which has close to 20,000 tons, there are few furnaces with as much as 2,000 tons of all grades upon their yards.

The plate situation is stronger. January bookings have been heavier than those of November or December and offers of attractive tonnages at slight concessions from the 1.70c Pittsburg base are being flatly refused. The expectation of a drop is vanishing.

Quebec and Maritime Provinces

Preparations for the Quebec Tercentenary—High Freight Tariff a Menace at Halifax—The Truro Foundry Co. Reorganize.

HALIFAX.

Halifax, N.S., Jan. 27.—The annual meeting of the Halifax board of trade was held last week when the retiring president, A. M. Bell, gave an admirable review of the work of the board during the year just closed. He said the matter of favorable freight rates must naturally engage the attention of every board of trade that aims to make the city it represents a distributing centre. Few cities would appear to be more favorably situated in this respect than Halifax, and yet there are a few places that have greater difficulties to contend with. For many years there has been a difference of one cent per hundred pounds against Halifax, as compared with Boston, Portland and St. John on all through freight originating west of Montreal or being carried west beyond that city. Efforts have been made by the board to have this discrimination removed, and at one time it was hoped that the board had been successful, but the Grand Trunk Railway claims that this is part of an agreement and it is to be regretted that matters are still in an unsatisfactory condition. The attention of the council of the board has recently been directed to the rates of freight by the Canadian Pacific Railway steamers from Antwerp to Halifax, which are higher than the rates to St. John. The council has taken this matter up with the Department of Trade and Commerce, but while they hope that these rates will be reduced, nothing can as yet be stated.

* * *

After disposing of a number of minor matters and deciding to hold a monster public meeting in this city of all Nova Scotia interests during the coming session of the legislature, to consider the All Red Line project, the board elected the following officers :

President—Geo. E. Faulkner.
Vice-President—C. H. Mitchell.
Vice-President—V. C. Stewart.
Council—H. R. Silver, A. E. Jones, John Neville, D. MacGillivray, W. A. Black, A. H. Whitman, R. G. Beazley, Edward Clayton, H. G. Bauld and W. G. Robertson.

* * *

The hardware committee of the board reported as follows :

The business in wholesale hardware lines has been above the average for the year 1906. There have been several causes for this, among which may be mentioned increasing activity in building operations. This has been particularly noticeable in this city, where extensive changes are being made by the Intercolonial Railway, including the erection of new machine shops and roundhouse.

In addition to these there has been the erection of buildings by the Silliker Car Co., the handsome building erected by the Canadian Bank of Commerce, the new building of the Chronicle Publishing Co., the Nova Scotia Telephone Co.'s building, and many others.

The good prices of fish during the past two years and the unusually high price of all farm products have also stimulated trade in all parts of the province, while for the first ten months of the year there was a steady advance in prices of nearly all kinds of hardware which was helpful to the distributing trade. During the last two months of the year there have been declines in the prices of some staple lines; these declines are largely due to disturbed financial conditions, and already there are signs that with a change in the monetary situation there will be a healthy reaction.

* * *

There is only a fair business passing in the hardware trade at the present time, the weather conditions having a rather bad effect generally. There is no demand for any special lines. Heavy frost in the early part of last week made business brisk for the plumbers,



GEORGE E. FAULKNER, M.P.P.
Elected President of the Halifax Board of Trade.

and also for the stove dealers. Business with the latter has been good right along, some of the firms having had difficulty in keeping up with the orders on hand. The rush, however, is about over.

* * *

The Truro Foundry and Machine Co., at Truro, N.S., has been reorganized, with a capital of $100,000, all common stock at $100 a share. Among those named as provisional directors are William J. Kent, lumberman; Andrew J. Campbell, barrister, Truro, and Ernest Crowe, lumberman, of Clifton.

* * *

The annual meeting of the Dartmouth board of trade was held last week with a large attendance of members. The officers elected were : President, A. C. Pyke (re-elected); 1st vice-president, C. E. Creighton; 2nd vice-president, W. C. Bishop; secretary, Wm. G. Foster; council, John Forsyth, James Harrison, H. W. Hewitt, A. C. Johnstone, H. R. Romans, Percy Simmonds, R. B. Simmonds and J. M. Weeks.

ST. JOHN.

St. John, N. B., Jan. 28.—Business continues rather quiet and there were no changes in prices during the past week.

* * *

The suit brought against the city by B. Mooney & Sons, contractors, for $25,000 for damages, for alleged misrepresentation in connection with their contract on the new water extension to Loch Lommond, has been before the Circuit Court the past week, and adjournment has been made to Feb. 11. The case has awakened a great deal of interest, and the evidence is closely followed by citizens generally. W. S. Fisher, of Emerson & Fisher, has been prominent as one of the jurors by his frequent questions to witnesses. It is possible a settlement may be reached before the case comes to the court again.

* * *

George Nixon, the oldest and one of the most respected merchants of this city, died on January 21, aged 81 years. Mr. Nixon started in business first as a hardware dealer, but in late years his attention was confined more to wall papers, window blinds and curtain fittings.

* * *

The valuation of exports from this port to the United States for the year ending Dec. 31, shows an increase over 1906 of nearly half a million dollars. A statement just issued by the U.S. consul shows :

Total for 1907	$2,967,924.70
Total for 1906	2,527,465.41
Showing gain for 1907 of	$440,459.29

The civic board of works is considering having borings made and a plan of Courtney Bay, on the eastern side of the city, prepared, so that information will be available in the event of the G.T.P. railway making their terminal here. F. W. Morse, general manager of the G.T.P., was in the city recently looking over the harbor facilities, with the view of seeing what could be provided in the way of shipping facilities for his road.

QUEBEC.

Quebec, Jan. 28.—Mayor Garneau has returned from Ottawa very enthusiastic about the movement at the Capital in aid of the Quebec Tercentenary, and the Battlefield Park project. He appears confident that the Federal aid will be at least $300,000, and that the necessary legislation for the appointment of the commission to be charged with the expenditure of the money will be introduced next week.

The Government will be asked to strike a commemorative medal representing the 300th anniversary of Canada's birth and Postmaster Lemieux is understood to have under consideration the issue of a special series of postage stamps, similar to those issued by the United States Government for the Jamestown Exposition.

Told by Ontario Correspondents

Woodstock Hardware Merchants May Form Retail Association—Guelph Merchants Find Weekly Half-Holiday Detriment to Business—Ald. Parsons, London Hardware Merchant, Retains His Seat—Galt Merchants Oppose Co-operative Bill—Board of Trade Elections at Chatham.

KINGSTON.

Kingston, Jan. 29.—Business in all its branches seems to have slowed down somewhat in this city. A number of the merchants have laid off part of their help owing to the slump in trade, but they will probably be taken on again with the opening of spring, when they hope for better business. Along about Christmas the trade naturally increased, but since then it has fallen off considerably. Workmen are engaged in fitting out the various steamers in order to have them in readiness when needed, and there is a demand for most lines of boat supplies and repairs at present.

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Michael Sullivan, contractor, has signed the contract for the erection of the buildings at Royal Military College, which he was awarded. The price of the tender was $83,000.

* * *

John McKelvey, of the firm of McKelvey & Birch, who was confined to his home last week, through illness, has recovered, and is able to be around again.

* * *

Allan Lemmon, of the firm of Lemmon & Sons, who recently underwent an operation for appendicitis at the general hospital, has now fully recovered, and is able to resume his work again.

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The presence at the city council meeting of an expert in heating from a central plant shows that this movement has reached a point in its development where it is considered practicable. Steam experts have for many years been experimenting upon the idea of forcing steam through pipes laid underground for long distances, without material losses of heat or force, but it is now pointed out that there is nothing that can be considered experimental in this system of heating, as it is more than twenty-five years since the first central station heating plant was constructed at Lockport, N.Y., where there are now some six or seven miles of underground steam pipe in operation. We have an illustration of what can be done in this way of heating in this city at Queen's University, where all the buildings are heated from a central plant, and we are informed, at a much less cost than they could be by a plant in each building.

WOODSTOCK.

Woodstock, Jan. 29.—Woodstock has two wire fence companies, which are among the growing industries of the city. They do a large home business, which is the best sign of a product's worth, and the Canadian Fence Company, one of the two (the other being the Standard) is at present, advertising through a local paper, with full pages, by means of publishing names of a large number of residents of the city and county, who have the fence on their property, and showing a few pictures of property surrounded by fence of their manufacture. It is practical advertising, of a kind that is apt to appeal to a good many people.

* * *

Merchants and business men are looking on the industrial and financial prospects with optimism, and see that the present conditions are only temporary. There are quite a number of men out of work, as the result of some of the factories lessening production, but they expect to get back shortly, and for the present, in most cases the savings of years of prosperity are sufficient to tide them over the lean season. Calls upon municipal and private charity have not been considerably greater than in other years. Hardwaremen are fairly busy, and have no great reason to complain, on the whole.

* * *

H. E. Moffatt, an inventor of many steam-working appliances, has issued a writ against Mr. D. W. Karn, chairman of the Water and Light Commission, and head of the big firm of the Karn Piano & Organ Company, claiming unstated damages for slander, as the result of statements which Mr. Karn made at the municipal nomination meeting, about a machine known as a purifier, the invention of Mr. Moffatt, and one of which he had sold to the Water and Light Commission, for use in the municipal plant. Mr. Karn stated that the machine had never worked satisfactorily, that it could not be used, and that Mr. Moffatt had "humbugged" the Commission. Mr. Moffatt complains that the circulation of these statements were used to injure his (the plaintiff's) business. The writ is a High Court one, and its progress will be watched with a good deal of interest, on account of the prominence of the parties interested, and the circumstances of the case.

* * *

Since the Woodstock branch of the Retail Merchants' Association was allowed to fade into oblivion, no attempt has been made to organize any sort of a scheme by which local merchants might get together for mutual benefit and improvement. A hardwareman was suggesting the other day that the members of that line in the city form an organization of their own, to prevent price-cutting and to give them an opportunity of cultivating the friendly side of commercial life. The idea is a good one, and should be followed up.

* * *

A comparison, such as was made in a recent issue, of the prices asked for "bargains" by the departmental stores, and the prices at which the same goods might be secured of the home dealers, should do much to put a stop to the practice of sending out of town for goods, were it widely published. There is no denying that a lot of people persist in buying from a catalogue. They apparently like the chance part of it, for that is what it amounts to.

GALT.

Galt, Jan. 28.—Your correspondent this week interviewed the Galt hardwareman regarding the Co-operative Act which is proposed to become law during the next session of Parliament. Several of the merchants had given the matter very little consideration, but those who have considered the question from both sides are much opposed to the measure for various reasons.

In the first place, said one hardwaremen, co-operative societies kill legitimate competition, which is recognized as the life of trade. A few citizens get together, continued this merchant, and form a co-operative society. There is no personal liability; the parties interested stand to lose nothing in case of failure. I have always understood that since the bill had been killed some years ago, that there was no possibility of its re-appearance, but since the bill seems liable to pass, I think it the duty of every merchant, hardware or otherwise, to do all in his power to prevent its passage. The act, which can result in no possible benefit, but on the other hand, will give irresponsible parties privileges which they are almosr certain to abuse.

The above was the opinion of all who have given the act any consideration, while those who previously thought it merely a political issue are now carefully studying the possible effect of the legislation.

The Retail Merchants' Association has passed a strong resolution opposing the act, and are making every effort to secure its defeat. The fact is that merchants of all classes in Galt who have given the matter any attention are strenuously opposed to the passing of the Co-operative Act.

* * *

The Stevens Co.'s foundry, which has been running short time for a couple of months, has resumed a ten-hour day.

* * *

Trade is picking up gradually, and the hardwaremen are confident of normal conditions with the opening of spring.

* * *

The local hardware merchants are considering the organization of a branch of the Retail Hardware Association. It would be of much benefit to the trade.

* * *

The sale of stoves in Galt this winter has been unusually small.

* * *

The natural gas service, which in previous winters has been affected by the cold weather, has thus far been very satisfactory.

* * *

"Could not be without Hardware and Metal," said a Main street merchant,

when discussing hardware affairs in general. "It is an index to the condition of affairs in our line all over the Dominion."

LONDON.

London, Ont., Jan. 28.—Hardware jobbers report orders for immediate delivery somewhat slow, but as regards spring orders, they have nothing to complain of. In retail lines trade is quiet.

* * *

A recount of votes cast in the recent municipal elections was held last week, the object being to give Ex-Ald. Cooper the seat in the council to which Robt. Parsons, the Dundas Street hardwareman, has been declared elected. The result was to decrease Parson's majority over Cooper from seven to six.

* * *

There is at least one local industrial concern which is preparing for a busy season, that is the London Concrete Machinery Company, which announces that during the summer and fall their establishment will be almost trebled in capacity.

* * *

An important change has been decided on by the McClary Manufacturing Company, being the conversion of their new five storey building in the southeast end into a warehouse exclusively, and the equipment of the premises in the main factory, which has been used for shipping purposes, with machinery for manufacturing. This change has been necessitated by the large number of orders in hand for delivery as soon as possible. Work will be commenced in the new foundries early in the spring.

* * *

The Standard Implement Company is the latest local enterprise to secure incorporation. The capital is $75 000 and the concern will be located here. Agricultural implements of various descriptions are the lines to which attention will be devoted. The company has secured control of some valuable patents. For the present, premises in the southern part of the city have been secured and when spring opens operations will commence with the employment of about twenty-five hands, which force will be increased as occasion demands. A Chicago man, E. Chamberlain who is a large shareholder, will be general superintendent of the manufacturing department.

* * *

The firm of D. McKenzie & Co., machinists, Richmond Street, has sold out and Mr. McKenzie has left for Dayton, Ohio, where he will engage in business.

* * *

The Grand Trunk car works extensions are now almost completed and both the new additions will be ready for use presently.

* * *

Henry Pocock, manager of the London Concrete Machinery Company, has disposed of patent rights to a brick making machine that is claimed to render obsolete all other devices of a similar character. The machine will be manufactured here, and a Los Angeles, Cal., firm have paid $10.000 for the right to make it in the United States.

GUELPH.

Guelph, January 28.—At least Tuesday's meeting of the Guelph board of trade a resolution was passed condemning the granting of bonuses, loans and special favors to factories and industries. Such bonuses have been largely abused, putting cities and towns into competition with other places. It was resolved that the board of trade request the legislature to pass an act prohibiting in future the granting of bonuses, giving of lands, guaranteeing of bonds, stocks or otherwise for industries or prospective industries or the selling of water power, gas or other services at less than cost for their use.

* * *

D. E. Rudd, stove and tinware merchant, Quebec Street, is selling out. He will still continue in the repairing business, having his shop located in the basement of the Mennonites church, Paisley Street.

* * *

Business is very dull at present, Everything continues quiet and hardware jobbers are busy taking stock, in preparation for the spring trade. Building prospects for the coming season seem very bright, so that a good year's business seems sure.

* * *

The Grundy Stove Co., whose men have been laid off for some time, state that they will probably reopen in the second week of February.

* * *

At the Travelers' Benefit Association annual meeting on Saturday in Toronto, H. F. Moulden and Andrew Grosbie, Guelph, were elected on the board of directors.

* * *

Your correspondent interviewed several of the hardware merchants of the city re the new co-operative bill. They expressed the opinion that even if the present co-operative association undertook the hardware business as well as the grocery, bakery and butcher businesses, they would only be one more establishment and that they would not undersell the present firms. They all express indignation at the new act, but otherwise they are not interested, as a co-operative company is already established here.

* * *

The foundry of the Guelph Stove Co. opened up on Monday, and now the factory is in full swing. They report that orders are coming in fast. At the time of the travelers' convention in Toronto this company intend to have a sample exhibit at No. 3 sample room of the Palmer House, Toronto, with R. F. Stewart and W. R. Faulkner in charge.

CHATHAM.

Chatham, Jan. 29.—The annual meeting of the Chatham Board of Trade on Monday evening was well attended, and keen interest was displayed in the proceedings. The chief feature of the business was, of course, the election of officers for the ensuing year. Manson Campbell, president of the M. Campbell Fanning Mill Co., was advanced from the post of vice-president to that of president, while W. H. Taylor, of the T. H. Taylor Co., was elected vice-president. W. R. Landon, manager of the Chatham Wagon Co., was re-elected secretary, and Jas. Simon was re-elected treasurer. Ex-President Gray is one of the fifteen councillors, the others being, W. T. Shannon, B. Blonde, Geo. W. Cowan, Chas. Austin, Chas. Hadley, J. S. Black, Archie Park, W. M. Stone, A. C. Woodward, S. Stephenson, E. R. Smith, D. McLachlan, M. Wilson, K.C., and John McCorvie. The list of officers is a good one, and 1908 should see some excellent work on the part of the Board of Trade in advancing the city's interests.

The Board of Trade has grown rapidly since it was re-organized last April, Treasurer Simon reporting that the membership, as shown by the books, has reached the record number of 202. This is pretty good for an organization which a twelvemonth ago was practically dead. Needless to say, the hardwaremen are well represented in this membership. An annual banquet will probably be held in the near future, the arrangements being left to the council.

* * *

Ald. W. H. Westman, of Westman Bros., left on Tuesday on a trip to the Pacific coast. He will spend a couple of weeks in Vancouver and New Westminster in the interests of his firm.

* * *

Tilbury has decided to stick to municipal ownership and operation in connection with its electric lighting plant. Recently the council received an offer of $2,500 from Thos. Vickerman for the plant, that gentleman asking a ten years' exclusive franchise. Detroit and Windsor capitalists were also after the plant, it is understood. The council, however, wanted $3,000, and, on Mr. Vickerman refusing to give that figure, decided to run the plant themselves. The plant will be set running as soon as possible.

* * *

A long distance telephone circuit has been completed by the Bell Company between Blenheim and Wheatley. The rapid extension of rural and long distance lines in Kent is a feature of the past year.

* * *

The Public Works Department has decided to wire the post office for electric lighting purposes, supplementing the gas service which has hitherto been in use. It is understood that tenders will be asked from local contractors.

* * *

Another Maple City industry has resumed operations, the Chatham Bent Goods Company re-opening this week, after having been shut down for a month.

LAWN GOODS.

Lewis Bros., of Montreal, have mailed to their customers a very useful 26 page catalogue describing and illustrating various lawn goods. This will prove of great benefit to intending purchasers of these articles.

West of the Great Lakes

Parcels Post System Rearranged in the West — New Industries Locate at Portage La Prairie—Freight Tariff Between Edmonton and the East— McKenzie Bros.' Store at Wadena, Sask., Edmonton and Strathcona Working Together.

PORTAGE LA PRAIRIE.

Portage La Prairie, Jan. 28.—At the annual meeting of the Portage La Prairie Board of Trade the following officers were elected: President, F. G. Taylor; Vice-President, J. S. Willmott; Secretary-Treasurer, H. W. Baker; Council, Mayor Edw. Brown, A. H. Dickens, H. Stephens, A. L. Hamilton, T. B. Millar, F. L. Newman, J. A. Tate, J. O. Cadham, J. J. Garland, J. D. Irvine, J. O'Brian, T. W. Prout, H. Armstrong, G. A. J. A. Marshall.

The results of the publicity campaign undertaken by the Board of Trade and Twenty Thousand Club have been gratifying. Inquiries of a general nature have been received from all parts of Canada, from the United States and from Great Britain. Many inquiries have been received relating to industrial openings and twenty representatives of industries seeking a location were brought to Portage La Prairie to look over the ground and investigate the openings for their lines of business. Many industries were forced to abandon their proposed extensions, temporarily, because of the unfavorable money market, but there is no doubt that with the return to normal conditions these plans will be put under way again. In the meantime the Portage La Prairie campaign has secured three new industries for the city, viz., an oatmeal and flour mill, a merchandise distributing warehouse and a distributing warehouse for agricultural implements in connection with rebuilding and repair shops.

EDMONTON.

Edmonton, Alta., Jan. 20.—Trade is flourishing in hardware stores in Edmonton perhaps more than in those of any other line in the city. There is a steady demand for all lines of hardware and the merchants all report a good business. Collections are rather difficult for money is tight, but it is generally expected that with the opening up of work in the spring everything will go forward with all its accustomed vigor.

* * *

The first of the immense amount of work in and around Edmonton will be started soon. The contract for grading the line of the G.T.P. for 125 miles west of the city has been let to Foley, Welsh & Stewart, and between 2,000 and 3,000 men are required for the work.

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The building total for the year 1907 amounted to $2.268.210, as opposed to $1,868,069 the previous year.

* * *

The local union of plumbers and steamfitters held their annual banquet in the Club Cafe last week and spent a very enjoyable time. Among thos present were: Dr. Ternan, medical health officer, and master plumbers, J. W. Moulds, A. Lee, J. A. Lockerbie, C. Frost, A. J. Kemp and W. J. Carmichael, who has recently opened up business in the city. Dr. Ternan said that he thought the plumbers of the city were taking a step in the right direction by petitioning the legislature to pass laws whereby all plumbers must pass a satisfactory examination and thus show that they are fully qualified to carry on a business which, if left without the qualifying work, does much to injure the health of the district. He hoped that the legislature would see the force of this and legislate accordingly. The west is attracting all kinds of people and among them the failures. It would be very detrimental to allow these people to instal plumbing work which would be a menace to the health of the occupants of any building and therefore he heartily endorsed the action of this body in asking for the providing for the registration of plumbers.

J. W. Moulds, replying to the toast of the master plumbers, said he was in favor of paying the highest wages possible, but he wished to be understood that a rate of wages should be decided upon which would allow them to compete for outside work with a hope of getting their fair share of it.

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The new Y.M.C.A. building, which cost in the neighborhood of $60,000, is practically completed. The formal opening will take place some time in February.

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The retail clerks of Edmonton have elected the following officers for the ensuing term: Past President, J. S. Berkman; president, T. C. McCrae; 1st vice-president, B. S. Rothwell; 2nd vice-president, E. E. Davies; treasurer, E. D. LeRiche; financial and corresponding secretary, F. H. Drayton; recording secretary, J. P. Forsythe; guard, C. Edwards; guide, Geo. Cunningham; agent, A. E. Macdonald.

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Ross. Bros.' Hockey Club met and defeated Lundy & McLeod in a strenuous game of hockey played here last week by a score of 7-1.

* * *

A new freight tariff has come into effect on the Canadian Pacific Railway, which is a considerable reduction on the old tariff, and is therefore welcome to the shippers of Edmonton. From Montreal to Edmonton the reduction on the old rate in class 1 is 33c. per 100 pounds; 12c. on freight in class 5, and 14c. in class 10. From Toronto the reduction is 18c. in class 1, 6c. in class 5, and 9c. in class 10. From Fort William the reduction is 3c. in class 1, 2c. in class 5, and 3c. in class 10. The greater proportion of the freight shipped to Edmonton from Fort William and points in Eastern Canada is in class 5. As the reduction on every 100 pounds is large, it will amount to a considerable sum on the larger shipments. This will be a decided benefit to hardware merchants, grocers, clothiers and indeed wholesalers and retailers in every line. By cutting down the freight charges it will enable these merchants to make a greater profit on the goods they handle, and will also enable them to sell their goods at a smaller price, thus directly benefitting the consumer. The following is a detailed comparison of the old rates with the new tariff, which came into effect recently.

From Montreal to Edmonton:

	Old Rate	New Rate
Class 1	3.52	3.19
Class 2	2.97	2.68
Class 3	2.35	2.14
Class 4	1.72	1.62
Class 5	1.52	1.40
Class 6	1.35	1.24
Class 7	1.06	.92
Class 8	.94	.84
Class 10	.94	.80

From Toronto to Edmonton:

	Old Rate	New Rate
Class 1	3.37	3.19
Class 2	2.83	2.68
Class 3	2.25	2.14
Class 4	1.65	1.62
Class 5	1.46	1.40
Class 6	1.30	1.24
Class 7	1.01	.92
Class 8	.89	.84
Class 10	.89	.80

From Fort William to Edmonton:

	Old Rate	New Rate
Class 1	2.47	2.44
Class 2	2.06	2.04
Class 3	1.65	1.62
Class 4	1.23	1.21
Class 5	1.11	1.09
Class 6	1.00	.94
Class 7	.71	.67
Class 8	.59	.59
Class 10	.58	.55

It will be noticed that by the new tariff the rate from Montreal and Toronto is now made the same, so that merchants here may import goods from Montreal as cheaply as from Toronto.

When the new freight tariff was finally adjusted, a meeting of the Edmonton board of trade was called to consider it. The board was satisfied with all the rates with the exception of those prevailing on the Canadian Pacific Railway between Edmonton and Calgary. It was thought that Calgary was being favored at the expense of Edmonton as the freight rate from Calgary to points north of Red Deer, midway between the two cities, was less than from Edmonton to points south of Red Deer. A committee was appointed to take the matter up with the C.P.R. and with the Board of Railway Commissioners. As a result of their efforts, a new tariff was issued by the C.P.R. on the line between Calgary and Edmonton. The freight rate to points south of Red Deer from Edmonton was reduced, making it equal to the rate from Calgary to points north of Red Deer. This gives Edmonton wholesalers an equal chance to compete with the Calgary wholesalers on this line. The freight rate from Edmonton south was made the same as that from Strathcona, whereas formerly there was an additional charge of 5c. per 100 pounds charged for transporting freight across the river between

the two cities. In addition special rates were given for freight from Edmonton to points the other side of Calgary; on the south to Macleod, on the east to Gleichen, and on the west to Revelstoke, B.C.

* * *

A movement is on foot to establish a Twin Cities Club in Edmonton and Strathcona, the purpose of which will be to work for the advancement of both cities. It will be composed of business and professional men of both cities and should be a great advantage to both. Speaking of the proposaff to form such a club, Secretary Harrison, of the Edmonton board of trade, said: "There is every indication that within the next eighteen months the joint population of Edmonton and Strathcona, which is now 22,500, will increase to 30,000. I would strongly advocate that the leading citizens of the two cities get together and form a Twin Cities Club. The time is ripe for such an action to be taken. Our general interests are identical; both cities contain men who have large interests in each. To-day the Twin Cities of Central Alberta contain a larger civic population than any other city west of Winnipeg and east of Vancouver.

"The outlook for an active and progressive year in the building line is good. The provincial university and C. P. R. shops in Strathcona; the capital buildings, court house and C.N.R. shops in Edmonton; the advent of the Grand Trunk Pacific and Canadian Pacific, the building of the C.P.R. high level bridge, etc. By August 1908 harvest time will have again arrived. British capital is flowing west and the future contains such promise that even the greatest pessimist will have to sit up and take notice.

"The passage of the new homestead pre-emption act will stimulate immigration to an extent unprecedented in the history of the west. The large number of letters received daily at the board of trade and the predictions of the United States immigration agents indicate this. The Peace River country, of which Edmonton and Strathcona are the gateway, is like a strong magnet drawing continuously and irresistibly the pioneer settler.

"If there ever was a period in the history of these two progressive cities that their advance will be rapid and substantial, it will be during the next eighteen months. Those who are disappointed and handicapped elsewhere are looking for locations in this vicinity. The tide is already advancing. Some have stated that Edmonton and Strathcona have passed through a period of prosperity but the future holds forth greater opportunities than ever to those who are wise enough to grasp the present and forge ahead with all confidence in the ultimate destiny of these twin cities of Canada."

REGINA.

Regina, Jan. 27.—Regina has been selected by the Post Office Department as the distributing point for Saskatchewan of parcels coming through the post from Great Britain.

Hitherto all matter sent through the parcel post from the Old Country to Western Canada, has been consigned to Winnipeg, at which place it was sorted and distributed to its various destinations. Of late, however, the parcel traffic has grown to such dimensions that it was found necessary by the postal authorities to somewhat re-arrange the system for dealing with parcels mailed to western points, and it was consequently decided to select additional distribution offices to deal with the parcels in the two new provinces. Calgary was accordingly chosen for Alberta, and Regina for Saskatchewan. Parcels for destination in either of those two provinces will be consigned straight through to those two cities, sorted and forwarded throughout the provinces.

The new system came into vogue on January 3, from which date all parcels for Saskatchewan consignees will be sent from Liverpool direct to this city, where they will be sorted by the local post office staff.

CALGARY.

Calgary, Jan. 26.—Plans are now out for the new buildings to be erected for the great Dominion Exhibition, to be held in Calgary from June 29th to July 10th, and advantage is being taken by the Exhibition management of the fine weather now prevailing to proceed with the work.

* * *

A Masonic Fair, on a large scale, will be one of the features of the Exhibition, and will be held on the grounds. It will be somewhat similar to the Masonic Fair held in Halifax, though not on the Exhibition Grounds, when the Dominion show was in that city.

* * *

The prospects of the Dominion Fair, even at this early day, are excellent. There are already about twenty carloads of thoroughbred stock exhibits entered from outside points, two Government and eighteen district exhibits of produce. Secretary Richardson says he considers the early development astonishing.

* * *

The following figures, as showing some of the larger buildings now being proceeded with in Calgary should be of interest to the readers of Hardware and Metal:

New Court House	$225,000
Registry Office	120,000
C. P. R. Depot	225,000
City Hall	150,000
Normal School	130,000
High School	70,000

Items such as the above will give some idea of the rapid increase in this Western town, and explain to a certain extent why wholesalers in all lines find it to their advantage to settle in Calgary.

During the last year there were eight new warehouses and additions built, costing $109,380, new factories and additions to the value of $97,900, and $150,000 worth of school extensions. The increase in custom receipts reached over two hundred and forty one thousand dollars, and the clearing house total for the year touched the very respectable figure of $69,745,006.

* * *

The following officers were elected at the annual meeting of the Board of Trade held last week: Hon. President, Hon. W. H. Cushing; President, A. E. Cross; First Vice-President, W. Toole; Second Vice-President, T. J. S. Skinner; Third Vice-President, A. T. Linton.

VANCOUVER.

Vancouver, Jan. 23.

Reporting on the labor question, which was expected to be quite a problem at the Granby mines and smelter, in the Boundary, Manager Hodges says that if they had twenty furnaces instead of eight they could man them easily, having had so many applications. At the mines also there is a long waiting list, miners having come from all over the country. The depression in the United States has sent many men adrift from mines in neighboring districts, and these drift over to British Columbia.

* * *

Work is now going on, in a cutting 40 feet deep in the east end of the city, whereby the Great Northern will get an easier grade down to tide level. This is a great difference from the terminal work at Seattle, where the same railway tunnelled under the centre of the city at a cost of several millions to reach tide-water on the harbor. The plans of the Great Northern include, when complete a new terminus in the city, and a wharf on the deep-water harbor front, where frontage has already been purchased.

* * *

Business is slowly re-opening and the promise for the immediate future is bright. Several mills are about ready to resume cutting of lumber, and a number of other industries are starting up for getting a large force of men in the woods. Many of them are now running with full force. Meantime lumber prices remain unsettled, though the meeting of the lumber association which takes place this week, is expected to bring that into some sort of line. At present lumber prices are on the bargain counter, and logs have also dropped to the lowest for some months.

* * *

Local dealers report that there is nothing but a sorting up trade being done with the retailers. None of them are yet ordering very heavily, awaiting activity in business before stocking up. All heavy stocks are pretty well represented, and most lines of shelf hardware are also quite full. Notes on price changes are very scarce owing to slackness in trade.

Brandon, Man., has decided to spend the sum of $100,000 on a new bridge over the Assiniboine River. It is undecided whether the structure will be of steel or reinforced concrete.

WADENA, SASK.

Wadena, Sask., Jan. 25.—Wadena is a village about 350 miles west of Winnipeg, situated on the main line of the C.N.R., that has enjoyed the rapid growth and prosperity which marks so many young communities in the west during the past few years. The village has not yet seen its third anniversary, but its growth has been so rapid that it will soon be gazetted a town.

A little more than two years ago immigrants coming into the settlement had to bring in their supply of household needs and provisions by team for a distance of 60 miles. The advent of the C.N.R., however, changed this aspect, and as a result the growth of the village has been healthy and rapid.

At present there are three general stores, two hardware establishments, and a drug shop in Wadena, besides a representation of most of the professions.

The accompanying cut shows an interior view of McKenzie Bros.' hardware store. As will be seen, the store is square planned and appears to be small for the amount of stock carried, but at the same glance it is seen that order predominates. Along the ceiling at the rear of the store may be seen a display of kettles and lanterns, which goes to show that if cramped for space the stock carried is carefully arranged and does not give an appearance of being crowded.



McKenzie Bros.' Store at Wadena, Sask.

The store is fitted in hardwood and is lighted with gas. A Bennett box system occupies one side of the store behind the counter, and an up-to-date silent salesman contains a line of first-class cutlery and pocket knives, which speaks for the prosperity of the district. The firm of McKenzie Bros. have met with success since locating in Wadena and as the village is a growing one it is likely that this firm will be increasingly strong in future years. In the illustration the members of the firm may be distinguished as being in their shirt sleeves, one behind the counter being busy with a traveling salesman who appears to be strictly "on the job."

INTERESTING LEGAL CASE.

A case of great moment to the raw fur trade is the one which Revillon Bros., of Montreal, are now contesting with the Quebec authorities at Hull in connection with having in their possession 400 beaver skins, which it is contended, were illegally purchased. The Quebec laws are very stringent on the point, and do not allow of any trading in these skins. A new phase has, however, been given to the long drawn out fight between the traders and the Quebec authorities as to the exact powers of the law, by the line of defence adopted by Revillon Bros. They contend that the Indians, from whom the skins were purchased, had the right by an old treaty with the Dominion to kill and dispose of beaver, and that, therefore, the Quebec law was ultra vires as applied to the Indians.

It is important that this point should be cleared up. Does an old treaty exist with the Dominion, and, if so, to what extent does the treaty nullify the rights of the Quebec Legislature? The whole question seems to be—if the Indians have a right to kill for a living, does this give them an equal right to dispose of the skins? The Quebec law says "no," and Revillon Bros. are now endeavoring to find out if the Province is within its rights in thus prohibiting sale.

D. Johnson, of the firm of Hiram Johnson, fur and skin importers, Montreal, interviewed on the question, said that a great deal of interest was being taken in the case. It was time that something was done to settle the bone of contention between the traders and the Indians on the one hand, and the Quebec Legislature on the other. No one could deny that the Indians had a right to trade for a living, and, why, therefore, should the authorities step in and take their rights away? In the case of muskrat, for instance, the authorities only allowed the animals to be caught in the month of April. But the Indians must catch them at other times of the year to live, and what were they to do with the skins? In the rights of equity the Indian should be allowed to dispose of the skins. It was a question whether the Provincial Government should be allowed to override the old rights granted to the Indians.

Max Goldberg, of the British-Canadian Fur Co., Montreal, said that it was high time that the matter was threshed out. If the Indians were allowed to kill the animals, they should be allowed to sell the fur, and it must not be forgotten that the Indians must kill to live. These people did not kill the game needlessly. They protected the hunting grounds as thoroughly as the farmer did his crops, for they recognized that they would be cutting their own throats to exterminate the animals. If the Indians were allowed to sell the skins openly, they would get more value for them, and would, consequently, hunt less.

The Montreal branch of the Hudson's Bay Company interrogated on the subject, thought that Revillon has a very good case. The Hudson's Bay Company, although it did not dispose of their right to trade with the Indians when the lands were purchased from them, had not found it possible to exercise that right. It had gone by in abeyance.

J. Riendeau, Inspector of Fisheries at Montreal, would express no opinion on the case. The reading of the law was plain enough, and that was all that there was to be said on the matter.

PROFITABLE SIDE LINES.

There are large profits to be made by handling side lines. Lines which are not classed as general hardware stocks, but which, if properly handled, in districts where a demand is felt, will be found to yield in most cases a larger percentage of profit than an equal value of general stock.

A selection of side lines is hard to arrive at, and must in every case be decided on by the merchant himself. The needs of his district must be the first consideration, for instance, if he is doing business in a town where numbers of summer visitors gather, he should lay in a stock of goods that will be called for by them, and if he depends on farmers' trade for his business, lines should be handled which are necessities on the farm. Many useful articles are offered for sale to dealers and it is necessary to take the greatest care when choosing side lines, as there are undoubtedly a large number of fake articles offered the unwary, which if handled, might easily prove a detriment to trade, instead of a benefit.

A line which is well recommended is being offered to western dealers by the Standard Chemical Co., Toronto, for the prevention of grain smut. Formaldehyde is a liquid gas, a solution of which is said to destroy grain smut and to aid germination.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Jan. 31, Room 511, Union Bank Bldg, Winnipeg, Man.

Stock-taking is the order of the day with several local jobbing houses, and shipments will not be heavy until next week, when spring orders will begin to go out. The volume of spring shipments will be larger than was expected a few weeks ago. There has been a marked revival of confidence, and dealers who were afraid to order in December are now placing good orders for spring delivery. Country collections are showing considerable improvement.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $8.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 10 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37¼c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred, 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 33½ per pound; plain, 28½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

A CORRECTION.

In an interview which appeared in Hardware and Metal recently, headed "Unfair Discrimination," the statement was made that the rate on fifth class freight from Winnipeg to Edmonton is lower than the rate from Winnipeg to Calgary. This statement was incorrect, as the rate in each case is 73 cents. Hardware and Metal's informant made the statement in good faith, evidently having been misinformed by some one in the railway offices or having misunderstood the information given him. The two rates are the same.

RECENT INVENTIONS.

Stove Pipe Fastener.

G. O. Helvig, Dawson, Minn., has invented a stove pipe fastener, adaptable in securing the ends of sections of pipe, particularly stove pipe made from sheet metal. It does not involve any specific construction other than the providing of one section with longitudinally-disposed slots extending a short distance inward.

Pipe Hanger.

I. G. Lane, New York, has invented an improved pipe hanger, specially adapted for supporting pipes in a vertical posi-

tion. The object of the hanger is to provide a means of effective operation, which will prevent the pipe from being displaced laterally.

Oil Heater Protector.

E. H. Brown, New York, has invented a protector for oil heaters, the object of which is to hold the heater firmly in place and at the same time to prevent persons from coming in contact with the oil, and also to protect walls and furniture from radiation. The protector also relates to stoves and furnaces.

Soldering Iron.

R. Packman, Zolo, Cal., has invented a soldering iron which contains an oil reservoir used to heat same. The invention provides devices for vaporizing the oil which heats the iron by means of a bunsen burner.

Door Fastening.

M. J. Flannery, Bozeman, Mont., has invented an improved automatic door fastener, which is appliable, especially to swing doors, but, in addition, to hinged doors, post office boxes, etc. When used on car doors a seal may be passed through the lugs instead of a padlock.

Mortise Lock.

L. S. S. George, Kamloops, B.C., has invented an improvement in mortise locks of a novel nature. The improvement results in a lock in which the working parts are few, simple and compact, and wherein the latch and bolt work independently of each other, being operated by a knob and spindle, and the bolt by a suitable key.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Asbestos Sad Irons.

"Subscriber" writes: "What is the address of the makers of asbestos sad irons?"

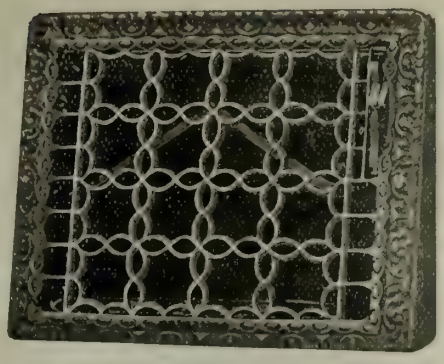
Answer—Dover Manufacturing Company, Canal Dover, Ohio.—Editor.

Tortoise Heaters.

Keenan & Ratchford, St. John, N.B., write: Charles Fawcett, Sackville, N.B., makes No. 6 size tortoise heater; size, 18x40; capacity, seven scuttles; list price, $32. This is in answer to the recent inquiry in your columns.

Brass Fittings Wanted.

Inquiry has been received at this office for information of jobbers or manufacturers of brass fittings for boat models. Kindly address communications re the same to Hardware and Metal.



Favorite Side-wall Registers

Are constructed with **one valve.** Have **handsome open-pattern face** with **flaring base,** which affords lots of **space for passage of warm air.**

When these registers are used, **one air pipe** can distribute **heat** to **four rooms,** two on ground floor and two above, if properly proportioned.

Pease Foundry Co., Ltd.,
TORONTO

Pease-Waldon Co., Ltd.,
WINNIPEG

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens' **HOUSE PAINT**

is our attainment—it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited
PAINT MAKERS
WINNIPEG and CALGARY

Heating and Housefurnishings

Size and Arrangement of Furnace Pipes

From the book issued for the assistance of furnacemen by Giblin & Co., Utica, N.Y., is taken the following, which will doubtless be helpful to the beginner in furnace work and probably to those of judgment ripened by several years of experience :

Hot Air Pipes.

The upper edge of all hot air pipes on the furnace must be at the same level, connected to casing or brickwork so as to allow a gradual rise to the register, always keeping in view the fact that the greater the inclination of the hot air pipe, the more rapidly the hot air will rise and the greater will be the volume of heat obtained. Great care should be observed in deciding on pipes and their location on casing, that some pipes may not take the air that should go to others. Avoid taking off pipes from casing immediately over the feed door. Where side wall registers are used on first floor great care should be taken not to reduce the capacity of pipe, boot, throat or register box, when changing from the round pipe to the square boot, or register box. Always remember that the area or capacity of the hot air flue is no larger than the smallest place in it. All upper floor pipes should be provided with dampers near the furnace by which the heat can be shut off when not needed and thus prevent loss of heat by radiation from pipes. Long horizontal pipes should always be avoided if possible. All hot air pipes should be covered with asbestos paper. All risers running to second and third floors should be about three-quarters the capacity of the round pipe connecting same to furnace, and should be run as straight as possible avoiding all acute angles. The size of a pipe necessary to heat a given space is a matter of nice judgment in each particular instance, the selection should be based on conditions of climate, prevailing winds, exposure and construction of the building to be heated, the glass surface, the outside wall surface, location of the heater, and the length and elevation of warm air pipes. If in doubt about the size of any pipe always use the larger.

How to Figure.

To determine on the size of a hot air pipe to heat an ordinary living room on the first floor, the following rule will be found useful :

A pipe for any room should contain as much area or square inches capacity as there are : 1—The square feet of glass surface. 2—Five per cent. of the outside wall surface. 3—One per cent. of the cubical contents of the room. For example, a room 15x16x10 feet ceiling with 39 square feet of glass surface, 300 square feet of outside wall surface and 2,400 feet of cubical contents :

	Sq. in.
39 sq. ft. of glass surface	39
5 p.c. of 300 sq. ft. outside wall	15
1 p.c. of 2,400 cubic feet	24

Capacity of pipe required for room 78 square inches of heating surface.

For north and west exposures add from 10 to 20 per cent. to size of pipes; for sleeping rooms on second floor have pipes 25 per cent. less capacity than for first floor ; for rooms on third floor use pipes with 20 per cent. less capacity than on second floor. However, do not use less than an 8-in. pipe no matter how small the room. The above rule is based on favorable conditions and on ordinary runs. On long runs increase size of pipes accordingly, always using registers with a greater capacity than the capacity of pipe connected to same. When using the above rule in churches, auditoriums and all buildings where there is no attic between ceiling and roof, ceiling must be figured as outside wall surface. In all buildings with but one room to be heated we advise where possible to use one hot air pipe with register directly over furnace of sufficient capacity to heat the entire room, using registers without valves.

Size of Furnace.

We offer the following suggestions for selecting a furnace to heat a given amount of space : First determine from rule the size pipes necessary to heat the respective rooms and the combined area will determine the size furnace required in ordinary cases. For example :

	Square inches capacity.
One room with 12-in. pipe corresponds	113
Three rooms with 10-in. pipe corresponds	234
Two rooms with 9-in. pipe corresponds	126
One room with 8-in. pipe corresponds	50
Total pipe capacity	523

Hence this would require a furnace with a capacity to fill at least 523 sq. in. of area in the pipes leading from it with hot air. The above capacities can be secured only when the apparatus is properly installed.

STOVES BURNING SOFT COAL.

A new principle has been discovered and applied to the manufacture of a new soft coal stove by the Rock Island Stove Company, of Rock Island, Ill., which the manufacturers claim will revolutionize the soft coal heating stove industry.

This is what is said of the new stove:

Numerous attempts have been made to build stoves for burning soft coal, with side or bottom base flues, but with poor success, because they will rapidly choke with soot, and because turning a soft coal draft down chokes it and causes smoke and bad smell in the house. Up to now people who want to use soft coal for economy's sake have had to forego the satisfaction of base heating without dirt or trouble.

This new stove operates on an entirely new principle. It has flues carrying hot air into the base before the air enters the fire and the draft from the fire is not reversed in any way.

Base Sizzling Hot.

This hot air travels over surfaces that are generally nearly or quite red hot and the air acquires a temperature that heats the base of the stove nearly or quite as hot as the base of a hard coal base burner. The base in this stove has been made hot enough to "sizzle" water under test. No need to say that this will add to the floor heating power of the stove. At the same time the firepot is exposed for radiation and the upper body is also fully exposed.

All this is accomplished without any down draft from the fire, and by means of flues that will never choke up from any cause. The simple operation of opening the draft register puts the base heating current into active operation. It is a non-chokable, soft coal base heater.

This new stove is also supplied with an improved air circulating tube. This tube under test has delivered air heated to over 600 degrees (and the hot air that heats the base is just about the same temperature). This tube circulates a great deal more hot air from the floor than any hard coal base burner.

Will Not Choke With Soot.

It is claimed that this new stove that burns soft coal and has no flues to choke up with soot, heats from the base about

TABLE OF SIZES OF PIPE.

Size of registers and box	Area of register Sq. in.	Dia. of round pipe Sq. in.	Area of of pipe Sq.in.	Volume of air in cubic feet which can be heated, one side of room exposed, ordinary glass exposure.	Volume of air in cubic feet which can be heated, two sides of room exposed, ordinary glass exposure.
8x10	53	8	50	900	700
9x12	72	9	63	1,500	1,200
10x14	93	10	78	2,400	2,000
12x15	120	12	113	3,000	2,600
14x20	187	14	154	4,800	4,000

The accompanying table is based on favorable conditions, with the proper supply of cold air and ordinary runs. On long runs increase the size of pipes accordingly.

as well as a hard coal base burner, and circulates more air and hotter air than any base burner made.

The air that heats the base is afterward used for draft, both direct draft and top hot blast draft through slotted tubes in the fire-pot, which deliver air into the sides and over the top of the fire, giving this stove a superheated direct draft and a superheated hot blast draft, both hotter than can be obtained in any other construction. The hot draft being in big volume, a most important point, the combustion of soft coal is more nearly perfect in this stove than in any heretofore made.

Used according to directions, it is claimed that the draft will be free from smoke, the soot will be burned along with the gases so that there will be no soot deposit in the stove or pipe and there will be no clinkers, nothing but fine ashes. This result will follow the use of either lump or slack coal.

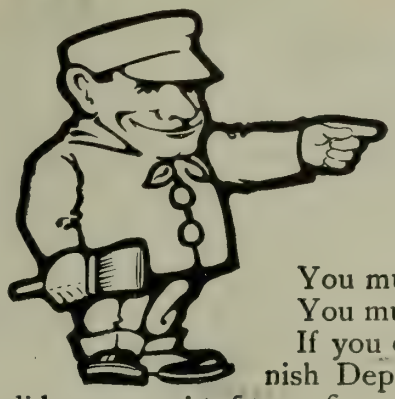
A FURNACE ADVANTAGE.

One of the greatest advantages of the furnace heating system is the fact that the heating cannot be done without ventilating the building, particularly when the supply of air to the heater is taken from out of doors, the freshest source of supply of pure air. This pure air when warmed only finds its way into the building when the air that was there before its arrival has been forced out through some crack, crevice or ventilating flue provided for the purpose.

GERMAN IMPROVED SELF-COOKERS.

Fireless stoves, or self-cookers, as they are variously known, have been in use in Germany for a number of years, so that they may now be classified as successful. The earlier types were merely boxes constructed with double walls, or by secret processes built so as to retain heat when sealed. These cookers, which are still on the market, are used as follows: After a thorough heating, food to be cooked (stewed or boiled) is placed inside the box, sealed, and left for a sufficient time, when it is opened, and the food, cooked by the retained heat, is ready to serve. Recently a company here has improved upon the apparatus and produced a fireless stove that not only cooks, but fires and roasts. Profiting by past failures and successes the company has perfected a cooker that, although on the market but a year, has already proved very popular. Frying and roasting are accomplished in the new cooker by the use of a heated stone. The stone is thoroughly heated in an oven, over gas or any fire, and placed in the cooker with the steak or roast. The box is sealed up and left for an hour or so, as required, then opened, and the food is fully prepared and hot. In the double boxes all three precesses may proceed at one time without care or difficulty. The owners of the patents on this latest apparatus claim that the sales in the coming year will exceed 50,000 cookers in Germany and Switzerland.

A dealer cannot get a low price unless he seeks it. A salesman cannot get a fair price unless he asks it. Each in his place.



Let Sherwin-Williams make money for you this spring

You must make your plans soon for spring business.
You must decide what lines to handle.
You must decide whose goods to sell.
If you do not have a Paint and Varnish Department you will lose a splendid opportunity for profit.

If you handle Sherwin-Williams Products you will have a double opportunity to make money out of Paints and Varnishes. You will make a profit out of them, the same as any paints or varnishes, and

Sherwin-Williams will Make Money for You.

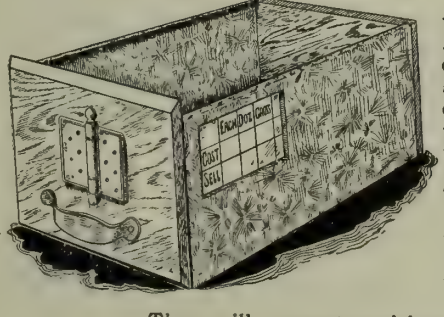
The Sherwin-Williams Agency is not a mere stock of goods. It is a proposition—a money making proposition for dealers who have it. It sells paint and varnish to the dealer's customers.

If you will write us we will tell you the hundred-and-one things we do to sell the goods from our agent's shelves and increase their trade and profits. This will put you under no obligation to buy.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

300

Some Goods Sell Themselves



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

Write for Price List and Full Description.

SOLE MANUFACTURERS:

Cameron & Campbell, - Toronto, Ontario

Canadian Postal Department Affairs

Some Recent Extensions of the Service —Comments on Matters of Interest to Hardware Merchants.

ONE CENT POSTAGE.

The question of one-cent postage for letters delivered within the city was discussed recently by the Montreal Chambre de Commerce. It was brought up by Alex. Prudhumme, who explained that it would be of great advantage to business men. At present many employ messengers to deliver mail within the city limits, finding it cheaper to do so. However, this method of delivery had its inconvenience. If postage were reduced to one cent, it would induce business men to use the mails instead, which would insure not only more prompt but safer delivery. It was decided to write the Postal Department at Ottawa, asking that the suggestion be given consideration. Joseph Fortier suggested that steps should also be taken to have postage to France reduced to the same tariff as for any part of the British Empire. This was referred to a special committee.

AGAINST THE PARCELS POST.

There are a good many newspapers that draw their advertising patronage from local merchants, but which frankly endorse the proposed parcels post law. As these newspapers live largely upon their advertising it is certainly a shortsighted policy to seek to promote a measure that will work an untold hardship with their best customers.

The parcels post is superficially popular with the masses and consequently with many short-sighted editors, because they oppose the express company monopoly and do not understand the far-reaching dangerous potentialities of the proposed measure. J. W. Kilpatrick, president of the Retail Merchants' Association of Georgia, has been publishing some exceedingly pertinent facts in the papers of that state about the parcels post. Here are some extracts :

"Of course, the express companies are made a scapegoat by the parcels post advocates, but if their charges are exorbitant, why does not the same power, federal and state, that regulates common carriers through the interstate commerce commission and the state railroad commissions, regulate them ? Naturally, the express companies would dislike to have competition in the parcels carrying business by Uncle Sam, just as naturally as the mail order mercantile trust would.

"The home merchants are ready to answer the charge of selfishness in opposing a parcels post. They are fighting, in many instances, for their very business life ; but if they fail the general prosperity of every local community fails with them. If the outlet of the home merchant is circumscribed by catalogue house competition until he is driven out of business, his wholesalers and jobbers in the home city will find their outlet proportionately circumscribed. and the home manufacturer will be in the same boat, for the 'cat' houses run their own factories. Thus at one fell swoop the very heart of local home industry will be stricken, and when the home merchants, jobbers and manufacturers go to the wall, the whole fabric of domestic progress goes to the ground like a house of cards. The result would be equal to a panic in every community, for local banking interests and the man who works for wages would suffer with the rest. Even the farmers who are being deluded into signing parcels post petitions through the mail order store campaign fund, would find the selling value of their farms shrink many dollars per acre, for it is the enterprise of the country merchant largely in building up good trading points near their farms that has enhanced rural land values, and, for that matter, made rural free mail delivery possible.

MONEY ORDERS DELAYED.

A correspondent writes from London, Eng., to "The Mail and Empire" as follows :

"Permit me to state the following facts in the hope that publicity may abate the evils complained of. On the morning of Dec. 19, a P.O. order for fifteen pounds odd was taken out in my favor at Toronto, payable at the G.P.O., London. The order reached here on Dec. 29, and was presented by me for payment on the afternoon of Dec. 30. Payment was refused on the grounds of "No advice from Toronto." I again presented the order on the evening of Jan 3, and met with the same reply. I urged the matter as strongly as I could, and was referred to the comptroller's office, a third of a mile away, where I stated my case again, lost a lot more time, and was again told, "Nothing could be done, there was no advice from Toronto." I pointed out that the order had been in my possession nearly a week, and that surely the Government ought to be able to get through advice of the order as quickly as I, a private individual, had been able to get the order itself. I was then told that "Advices of Canadian orders were sometimes as much as a fortnight behind." At this writing I am still without my money, after losing at least half a day and spending over a shilling in fares. I have had several experiences of this kind now, and wish to let people know that if they wish to send small sums to England, a bank draft is quicker and better and as cheap, or cheaper, than the P.O.—the latter often gives one a very bad rate of exchange. The post office officials ought to look into the matter at once."

* * *

The above shows a weakness in the P.O. Department that should be remedied without delay. Hon. Mr. Lemieux is undoubtedly doing the best he can to remedy the defects imposed on the service by the Mulock administration, but until he can get better men as permanent heads of his department he cannot expect much improvement.

The principle of promotion of employes to higher positions on the staff cannot be ignored if the postal service is to be made the business administration it should be. Postmaster-General Mulock violated the rule repeatedly, notably in the appointment of a professional man to the deputy postmaster-generalship. Again the mistake is to be made in selecting a politician for the postmastership of Toronto, although, in this case the appointee is to be a business man, given preference over a lawyer.

Every business depends upon a prompt and impartial service rendered by the Post Office Department and this branch of the public administration should, therefore, be above the machinations of political wire-pullers. Give every part of Canada the best service possible, paying living salaries to the postmasters and carriers and merchants will be satisfied with the service.

RURAL MAIL DELIVERY.

Rural mail delivery must come, but everyone will see that if there is not to be permanent deficits in the Postoffice Department great caution must be exhibited in making a beginning, says the Toronto Globe. It ought to be quite possible, however, to establish a population test as the means of deciding whether a locality had grown to the position of being entitled to a daily mail delivery. It might also be made a rule that extensions could only take place when there were surpluses. In the United States it is charged that Congressmen use the rural mail delivery as a means of bribing constituencies, with consequent annual deficits. We should profit in Canada by their experiences.

TO EXTEND MAIL DELIVERY.

Mr. Monk has given notice of a resolution in Parliament urging that in case of cities where a free mail delivery is established such free delivery should be extended to all contiguous districts, which, though situated outside the municipal limits proper, can easily be reached by the city delivery system.

HARDWARE IN AUSTRALIA.

During 1907 the imports from Great Britain into Australia of hardware and machinery show increases under nearly every heading. The following is a list of the principal items imported from England during the first eight months :

Article.	Quantity.
	Tons.
Pig iron	2,570
Iron castings	112
Iron forgings	4
Bars, rods, angles, etc.	23,170
Cast iron manufactures	2,397
Wrought iron manufactures	3,516
Rails	49,929
Railroad iron and steel, unenumerated	3,448
Wire	2,786
Wire manufactures	15,813
Plates and sheets	12,477
Galvanized iron	49,765
Tin plates	9,434
Hoops and strips	2,090
Anchors, chains, etc.	1,414
Tubes, pipes and fittings, wrought	13,000
Pipes and fittings, cast	3,173
Nails, screws and rivets	2,231
Bolts and nuts	2,671
Bedsteads	1,232
Steel ingots, etc.	626
Steel castings	110
Steel forgings	11
Steel bars, angles, shapes, etc.	12,121
Steel and iron manufactures, unenumerated	1,460
Copper, wrought or manufactured.	1,345
Cutlery, value	$425,439
Hardware	2,693

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

A 1908 Motto.

A neat envelope enclosure sent out by the Dominion Cartridge Co., Montreal, advises customers to "Keep Canadian Money Circulating in Canada" by buying Dominion ammunition, guaranteed equal or better than the imported.

English Made Saws.

Spear & Jackson saws, made by this company at the Etna Works, Sheffield, England, are increasing in demand on the Canadian market. The products of Etna works are fully guaranteed and are carried by a large number of wholesale hardwaremen in the Dominion. If your jobber does not handle these saws the business cards containing information about the saws will be sent free of expense by mentioning this paper.

Ideal Gas Stove.

The Ideal Manufacturing Company, Detroit, have issued their new catalogue for 1908. The booklet is carefully compiled and contains much valuable information regarding the "Ideal" gas stoves and ranges. The Ideal Manufacturing Company is the originator of the elevated oven, as applied to gas stoves, and their new catalogue contains a number of new points which should add to the popularity of this line. The catalogue will be sent free to dealers on mentioning this paper.

PORTABLE WINDOW PLATFORMS.

Every window trimmer who has to work with small windows should have on hand a set of easily portable and interchangeable boxes which may be combined in different ways to form platforms increasing in height toward the back of the window. These boxes can be made of unpainted pine, but they should be substantial enough to stand one upon the other securely and to bear considerable weight. The window trimmer should figure out for himself what their dimensions should be, but for the ordinary small window boxes half as long as the window is wide and about 12 inches square will be found convenient. Enough of these boxes should be provided so that a series of steps or platforms rising in height toward the kack of the window may be easily and quickly built up.

Some suitable covering of a shade which will harmonize with the goods to be displayed can easily be thrown over these steps or platforms and are ranged in loose folds and puffs so as to present a very artistic appearance.

Montreal may soon be connected with New York by a great ship canal. The project is by way of the Hudson River, Lake Champlain and the St. Lawrence. The proposed canal will cost many millions of money, and the work of excavating has already commenced at the southern end of Lake Champlain.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

TILES—Plain enamelled, decorated majolica, ornamental, rough surface, and many other kinds, suitable for walls, hearths, furniture backs, dadoes, radiator recesses, etc. Messrs. J. H. Barrett & Co., Ltd., Stoke-on-Trent, England, are open to appoint agents in Toronto, Montreal, Winnipeg, Ottawa, Hamilton, London, Ont. [5]

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of cut nails, sizes 60D to 3D; no 40D or 4D in stock; stock in first class order; price $2 base, F.O.B. Paisley. A. Sinclair Estate, Paisley, Ont. [5]

FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville. [6]

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

QUANTITY of black sheet steel 16 gauge from 30x72 to 60x96; galvanized up to 42x96. W. S. Gordon, Tweed, Ont. (6)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

PRICES and full particulars required for 200 yards second-hand standard gauge rail (about 60-lb.) and sleepers, with 3-ton locomotive, steam jib crane complete, by C. & W. Walker Ltd., Newport, Shropshire, England. (4)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

BUSINESS CHANCES

FREE OFFER TO TINSMITHS—Can you draw the pattern of a square mitre for an O.G. eave trough? If not send for full particulars regarding our sheet metal pattern course and we will send you free drawing and instructions showing how to draw the pattern for a square mitre. Address the Sheet Metal School, Box 419, Galt, Ont. (5)

HARDWARE, stove and tin business in one of the best manufacturing towns in Ontario; stock nine thousand; clearing two thousand yearly. Principals only dealt with. Address Box 693, HARDWARE AND METAL, Toronto. (8)

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

HARDWARE, stove and tinsmithing business; the best in this section; established over 35 years; reasons for selling, death of proprietor. Box 692, HARDWARE AND METAL, Toronto. (6)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE salesman wanted—Give age, experience, and all particulars. J. S. Moir, Arnprior, Ont. (5)

TRAVELING position wanted by hardwareman, seven years wholesale experience; 5 years' experience on road; best references. Box 687, HARDWARE AND METAL, Toronto. (6)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

WANTED—Position as foreman tinsmith; 18 year's experience; can do plumbing, lead or iron pipe. Box 685, HARDWARE AND METAL, Toronto. (5)

WANTED—Position as hardware clerk: good references. Apply Box 165, Wolseley, Sask. [7]

TINSMITH wanted for Manitoba, experienced in bench and sheet metal work, furnace work; eavetroughing and roofing, pipe-fitting and work usually done in a country shop; must be a worker and regular in habits; state wages and experience. Address Box 691, HARDWARE AND METAL, Toronto. [7]

WELLAND CANAL

Tenders for Supplies for the year 1908.

SEALED TENDERS for Supplies addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 16 o'clock on Monday, the 10th February, 1908, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1908.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Tuesday, 21st January, 1908.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, January 17th, 1908.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (5)

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

American capitalists are prospecting gypsum deposits at Little Narrows, Cape Breton, to locate a suitable point for a quarry convenient to shipping.

The Northern Foundry and Machine Co., of Sault Ste. Marie, Ont., are starting a foundry and machine shop to do all kinds of repair work. They expect to be running early in February.

A joint stock company, with an authorized capital of $150,000, known as "The Brass and Steel Goods, Ltd.," has established a factory at Campbellford for the manufacture of brass goods.

Hamilton's Fire and Light Committee will call for new tenders for pumps. Tenders have already been received, but owing to a technical mistake in the tender, of one company, the above step was decided necessary.

The Hartley Foundry Co., Brantford, have just completed a fine new foundry building, with small pattern shop in connection. The building is 50x100 feet. They do jobbing work for contractors and local manufacturers.

The new molding shop of the Gartshore-Thompson Pipe Foundry, Hamilton, has just been completed. This molding shop is designed to do jobbing work and small repetition work for their pipe foundry. The management are considering the installation of molding machines.

At the annual meeting of the shareholders of the Goold, Shapley & Muir Co., Brantford, held Jan. 18, it was decided a new machine shop 132x54 feet; should be erected during the present year, and also a wood shop 100x54 feet. The machine shop will be equipped with a traveling crane.

The plant of the Berlin Mfg. Co., Hamilton, manufacturers of woodworking machinery, is just about completed; and the installation of the machinery has commenced. This firm are having all the ordinary tools made in Canada, but are bringing some special machinery from the States. It is thought that by spring the company will be able to commence work.

J. F. B. Vandeleur, Canadian agent of Messrs. Evershed & Vignoles, electrical engineers, London, is interested in a scheme to promote a company for the manufacture of fine china in Canada. The pure clay will be brought into the country exempt, thus decreasing the cost of production in Canada by the duty. The proposed company will likely be located at Credit Forks, Ont., and will also manufacture sewer pipes, tiles, and building bricks.

The business of the Listowel Foundry, Listowel, has been reorganized, and has been taken over by capable men, one having had very wide experience in foundry work. The town has granted certain exemptions to the company, and very soon large additions will be made, in the form of a new building and equipment. At present job work is the chief business of the company, but when the new building is up, they will make the Reid molding machine, having obtained Canadian rights to manufacture.

The Collingwood Shipbuilding Co., Colingwood, Ont., which closed down during January, several conflicting reasons being given for it, have now resumed operations. The company have plenty of work. A large amount of repair work is on hand, new scows are contracted for, and the agreement with the Northern Navigation Company for their new passenger steamer is believed to be practically closed, so that abundance of work is in sight for a long time ahead.

The report presented by the treasurer, C. B. Esdaile, at a meeting of the Council of the Montreal Board of Trade, was highly satisfactory, showing as it did a balance in hand, and a substantial increase in the membership of the board. A report was presented showing what had been done towards increasing Canadian trade with the West Indies. The committee on special trade excursions reported that the Eastern Canadian Passenger Association expressed itself as being opposed to such undertakings unless some special attraction was offered.

The latest report dealing with the proposed Georgian Bay Canal has been received by the Government. Some interesting figures are given in the report which we reproduce. From Fort William to Liverpool, via. New York, is 4,929 miles, while via. the proposed Georgian Bay Canal it would be only 4,123 miles, a saving of 806 miles and the several costs of re shipping which are employed at present. The last survey describes the proposed route of the canal as practically a chain of deep lakes or wide river expansions, so that the construction of the proposed canal would involve the canalization of only 27.5 miles, and the improvement of only 55.5 miles, leaving 357 miles of free navigation. The proposed route would also develop enough power to work industries all along its bank.

Railway Construction.

The C.P.R. are building a large addition to the freight sheds at Owen Sound, and, in addition, the company expect to renovate their wharves and station before the opening of navigation.

One pier for the new G.T.P. bridge at Edmonton is finished at a cost of approximately $52,000. The pier is the second of two built by the G.T.P., said to be the largest concrete piers in the world. There were 4,000 cubic yards of concrete used in the construction.

Construction on the G.T.P., west of Edmonton, will start again in the near future. It is expected that enough ties will be on hand at the commencement to carry the construction gangs through until the arrival of the large supply to be delivered in the spring. Three thousand men will be put to work as soon as enough supplies can be collected.

Building Notes.

The Dominion Government has decided to erect a post office building at Grand Forks, B.C., to cost about $35,000.

Wickson & Gregg, Toronto, will erect a brick factory to cost $16,000.

Loo Gee Wing, a Chinese merchant, will erect at $12,000 warehouse in Vancouver.

A new Presbyterian Church will be erected at Halifax this year at a cost of $20,000. Building will be started at once.

Building permits for January in Vancouver reach the total of $131,800, an increase of $40,000 over those of the same period last year.

F. V. Newell, Chicago, has prepared plans for a large summer hotel, which will be built on Newel Island, about five miles from Kenora, during the summer months.

Addison & Mainprice, printers, Toronto, have applied for a permit for the erection of a $9,000 addition to their factory on Pearl Street.

Companies Incorporated.

Toronto Co-operative Equitable Society, Limited, of Toronto, capitalized at $40,000, "to carry on the business of general supply stores." The provisional directors are Charles Hagyard, accountant; Christopher Wahlroth, insurance official, and R. R. Haddow, traveler.

The Time-Saver Coupler Company, Limited, has been incorporated with head office at Toronto, to manufacture and sell metal hose couplers. The company has a capital stock of $50,000, and the provisional directors are Arthur Wedale, Richard Musgrave and H. E. Johnston, all of Toronto.

The Standard Brass Manufacturing Co., Limited, has been incorporated with head office at Sarnia, to manufacture brass goods. The company is capitalized at $20,000, and the head office will be at Sarnia. The provisional directors of the company are William and Leo Brabant, of Detroit, and F. V. Brabant, Chatham.

Moore & Browne, hardware merchants, Sault Ste. Marie, Ont., have been incorporated under the firm name of Moore & Browne, Limited, as wholesale hardware dealers, with headquarters at the Canadian Soo. The company has a capital stock of $100,000, and intend opening retail branches in the future. The provisional directors are Robert Moore, J. D. H. Browne and Fanny H. Moore, all of Sault Ste. Marie, Ont.

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Machinery Steel
Wire Rope

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A. C. LESLIE & CO.
Limited
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Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

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Toronto and Winnipeg
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A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms for Canada, $3.75 a year, postage prepaid. Sold by all newsdealers.

MUNN & Co. 361 Broadway, **New York**
Branch Office, 625 F St., Washington, D. C.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

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HORSE NAILS

Look for our trade mark on each box of Horse Nails you purchase.

For years this trade mark M. R. M. CO. on a box, keg or package of goods has stood for the highest grade of material and workmanship.

Our NEW COLD PROCESS HORSE NAILS are no exception. Write us for samples.

THE MONTREAL ROLLING MILLS CO.

Edison's Plan for Erecting Concrete Houses.

House Erected in 24 Hours—Bath Tubs Cast in Place—Pipes for Heating and Plumbing Set in Molds—System Only Practicable When Several Houses Are to Be Erected.

The new method of building dwellings of small cost, recently announced by Thomas A. Edison, opens tremendous additional possibilities for the use of concrete. Instead of the old box-like concrete structures with which we are all familiar, it will be possible to have attractive houses at a much lower cost than was possible in the first-mentioned type.

When asked in what particulars his idea was novel, Mr. Edison said:—"There is nothing particularly novel about my plan; it amounts to the same thing as making a very complicated casting in iron, except that the medium is not so fluid. Some one was bound to do it, and I thought that I might as well be the man, that's all."

The method consists in the use of molds, costing $25,000 the set, made of ¾-inch cast iron, planed, nickel-plated, and polished. The different pieces vary in size, some of the interior parts being but two feet square. When in position, the units are held in place by trusses and dowel pins. Into the top of these molds concrete is pumped continuously by compressed air, using two cylinders. The concrete itself acts as a piston, and the two cylinders are alternately filled and emptied. The delivery of the mixture must be continuous, for wherever it is stopped a line appears. To secure this rapid and continuous flow, at the rate of 175 cubic yards per day, a very efficient mixer is required. It has not yet been decided whether a Ransome or a specially designed machine will be used. No rubbing up is necessary, although a few flaws may be present, owing to the difficulty of expelling all air. The escape of air is permitted by the special design of the house, or, when necessary, by a temporary pipe, which may be removed later.

The concrete used is mixed according to the ordinary proportions of one part of cement high in lime, three parts of sand, and five parts of crushed stone. The cement is so finely ground that it readily takes up the requisite quantity of water to make it flow. Another result of the fine grinding, to which the possibility of reproducing minute details is due, is the absolute water-tightness of this material, since there are none of the intergranular openings that are present when coarse ingredients are used. Great strength is assured at the points of stress by wire reinforcements set in the body of the material.

Plumbing Arrangements.

Bath-tubs and similar fixtures will be cast in place. Pipes for the steam heat, conduits for the electric wiring, and the iron tubing through which the lead pipes for the plumbing are to be afterward drawn, are all set in the molds before the cement is run in. The only wood present will be the doors, window sashes and perhaps a few strips to which to attach carpets.

Although any type of architecture can be followed in making the original molds, the first house of this kind to be built will be in the style of Francis I., richly decorated with designs that would be prohibitive because of their cost were they in stone. It will have a cellar and three storeys, with nine rooms. The walls are to be 12, 10 and 6 inches thick in the various parts. The interior will be handsomely ornamented, making no further decoration work necessary after the molds are removed. If it is desired to heighten the inside effect, tinting can be resorted to. In addition to the enrichments, all of these dwellings will have elaborate chimney pieces. The roof



Detail of Edison Concrete House.

imitates tiling and can be painted to suit the owner's taste.

Economical Heating.

Owing to the perfect insulation secured, both to the steam pipes, and to the rooms themselves from the outside cold, but one-quarter the coal ordinarily required is needed to heat these dwellings. By keeping the doors and windows closed, they can be kept correspondingly cool in summer. This manner of building is not economical for putting up single houses, owing to the cost of the initial outlay, although this outlay is in the nature of a permanent investment, as the plant is practically indestructible. On the other hand, for constructing, say a thousand houses, in proximity to each other, it is very suitable. For instance, suppose that it is desired to lay out an industrial village. After the positions of the various buildings are staked out, a large gang of laborers digs the cellars, and the mold for a house is set up, the operation taking about twelve hours. The running of the concrete requires twelve hours more, and after seven days the molds are removed, and the next house is erected.

According to Mr. Edison, the actual cost of a dwelling made according to this method would be one thousand dollars. The wear and tear on the molds and the interest on the outlay, he figures at about fifty dollars a house. This makes the total cost $1,050 for a house that in the quarter-size model in Mr. Edison's laboratory bears every mark of refinement and comfort.

COMPLAINT AGAINST AMERICAN TOOL HANDLES.

The Canadian government commercial agent at Leeds, England, reports a remarkably good opening for supplying the Sheffield firms with wood handles for making all manner of tools. At present this trade is largely supplied from the United States, and the agent reports that the handles received during the last few months have deteriorated so much in both quality and finish that British firms have no option but to buy elsewhere. The American pick handle, for example, meets with the following criticisms: Too broad near the socket; too wide in the shaft; too broad in the grip; many handles of an exceptionally knotty nature, thus spoiling the appearance of the finished article.

NEW WAY TO WRITE LETTERS.

A new idea in the matter of handling correspondence has been invented by a German. It means a great saving in postage, and at the same time eliminates stenographers and writing machines. A business man who desires to send a letter to another, merely talks into a phonograph, and this makes tracings on a card. The address is written on the reverse side and the card mailed under one-cent postage. The recipient puts the card on his own machine, turns on the reproducer and hears the exact words of the man at the other end. No one else can read the card and thus correspondence is made safe. When a card has been read it is filed away just the same as any card would be, and a perpetual record is kept of all correspondence, all of the time in the exact manner which the writer meant his words should be understood. This device is practical and is in use in Germany.

The Mineral Development Company has been incorporated with a capital stock of $25,000, divided into 250 shares of $100 each, to undertake mining operations in Canada and elsewhere, to smelt and prepare metals for the market, and to carry on all operations essential to the objects of the company. The names of R. A. E. Greenshields, K.C.; E. Languedoc, advocate; A. C. Calder, manager; J. Jenkins, student; and C. T. Jette, bailiffe, all of Montreal, appear on the charter. The office of the company will be in Montreal.

A Paint Catechism

By G. B. Heckel.

71. What are scaling and flaking? The premature detachment of paint in small scales or larger flakes. A brittle paint, in the circumstances where a more elastic paint would peel, will scale or flake, according to its degree of brittleness.

72. What is meant by wearing away? The normal wear of paint is both a chemical and a mechanical process. The action of atmospheric oxygen on linseed oil, as already stated, is progressive, from a tough elastic substance to a pulverulent mass. A coating of linseed oil alone disappears in this way. The addition of an inert, opaque pigment, obstructing the penetration of air and light, limits this action to the surface of the paint film. As the surface thus disintegrates, it is slowly and uniformly washed or worn away, exposing continually a fresh surface to the atmospheric attack, until the entire film is thus worn away. Thus while this normal wear is dependent upon external causes, chalking is due to a destructive chemical action between the components of the paint itself.

73. Which is the most desirable mode of disappearance? Naturally by normal wear; and it is one of the chief objects of the well informed paint chemist and paint manufacturer so to compound and prepare his products that they shall not chalk, scale, flake nor peel, but wear away normally from the surface.

74. How is this accomplished? By maintaining a due chemical balance between pigments, oils, driers and other ingredients of the paint, as well as by a careful selection of the single ingredients themselves—care for example, that the iron oxides contain no free sulphuric acid; that the linseed oil is properly ripened and settled and the free fatty acid content not abnormal; that proper allowances be made in composition for umbers with a high manganese content; that the chemical activity of the white lead selected be duly compensated for by some other ingredient, etc.

75. In view of the foregoing facts, is it possible, or, if possible, advisable, to prepare all tints with a white base of fixed composition? By no means. It will be understood, from what has been stated, that practically every tint or shade, if the ideal practice were followed, would require a separate formula and special treatment. But confining himself within rational practical limits, the enlightened paint manufacturer divides his tinting colors into groups with common characteristics and varies his white base and his formulae according to the group. Thus, the well-informed manufacturer may combine the vermilions, blues, para reds, etc., with zinc, oxide, zinc-lead, lithopone, the inert pigments, but he will be very chary of combining any of them with a base containing carbonate of lead.

76. What is the cause of blistering of paint? Heat vaporizing underlying moisture. Only new paint is subject to this evil, unless the heat be excessive, and one paint appears to be as much subject to it as another. Excess of volatile oil prevents it. Incompletely dried lumber would seem to be the chief cause. It may be partially due to a chemical action of light and heat on the oil, segregating glycerine under the blisters, and partially to the expansion of the water in moist spots under the paint. The blisters often disappear in a short time, but the paint is detached from the surface and will scale away when the paint becomes brittle. They are merely a detached covering, not an adherent coating of paint.

(To be Continued.)

Enthusiasm is a quality which any one can make grow by persistent practice.

A Good First Impression

is essential to future success. ELASTILITE VARNISH made a good first impression twelve years ago, because we made the quality then, and still continue to make it to create good first and lasting impressions.

The Old Favorite Of Quality

For outside or inside use.

In tins only ½ Pints to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

Paint and Oil Markets

MONTREAL.

Montreal, Jan. 31.—General conditions are again somewhat sluggish, and a more active state of things is not anticipated until well into the month of February. Booking has been heavy in paris green this week. On account of the high prices at the start the trade was slow to purchase, but as stocks in the country are now becoming depleted, orders are being received in larger number by the jobbers and manufacturers.

Turpentine—As foreshadowed in our last week's issue, turpentine has met with an advance and quotations have gone up 5c. per gal. The market for this article generally materially strengthens about this time of the year. Stocks in the south become lighter, stormy weather interferes with shipments to the seaboard, and holders are quick to seize upon these conditions to advance prices. We quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Linseed Oil—This article still keeps very firm, and there is nothing to note in the market. Quotations are unchanged at: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Ground White Lead—Despite hopes that ground white lead had touched bottom, a further cut of 25c per 100 gals. has been made. The recent lowering of prices stimulated trade and some fair shipments have been made, but they have not been heavy enough to make the market firm. As one grinder graphically remarked, "it looks as if present quotations were not only on the ground floor, but in the basement." We now quote: Government standard, $6.25. No. 1, $6.

Red Lead—There is veev little demand for red lead this week. Quotations are extremely firm, especially in view of the light sales being made. We quote: Genuine red lead, in casks, $5.75; in 100 lb. kegs, $6; in less quantities at $6.75 per 100 lbs. No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

Dry White Zinc—The call is almost dead, and it is not thought that there will be much change in this line until the approach of spring. Quotations are nominally: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—A few parcels are going out in a desultory way and prices are repeated as follows: Pure, 8½c; No. 1, 7c; No. 2, 5⅝c.

Varnishes—The stiffening in the turpentine market has led dealers to replenish their stock of varnishes and japans. These lines, together with stains, enamels and coach colors, are decidedly improving.

Putty—Building operations seem to be entirely suspended, and the putty market is very slow in consequence. Prices are firm at: Pure linseed oil putty, bulk, in 800 lb. casks, $1.75; in 25 lb. iron drums, $2.05; in 25 lb. tins (3 in a case), $2.15; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Jan. 31.—Business in this section of the country continues to improve, and in consequence travelers of the Toronto jobbers are booking fairly large orders. There is a brisk demand for turpentine, linseed oil and white lead at present, especially in the case of the latter commodity, and as a consequence there has been a considerable flurry on the market, which has changed several times during the week. The reason given for this is the expected appearance shortly of the product of the new corroding plant in Montreal. No. changes in price are recorded on this week's market, and business continues to improve. Rosins have advanced from 10 to 12½ per cent. in the south, but will not affect the Toronto markets to any extent.

Turpentine—The market remains firm and since last week's advances no changes has taken place in quotations. The outcome of cautious buying is still being felt and at the present time there is very little turpentine on the local market. At present there is little indication of prices receding and though small shipments will arrive in a few days sufficient for immediate consumption, it is probable that the demand will be at least as great as the supply for some weeks. We still quote: Single barrels, 75c; 2 to 4 barrels, 74c. Less than barrels, add 5c per gallon.

Linseed Oil—There is a fair demand for linseed oil at present and quotations remain steady. The oil is again firmer in Great Britain and an advance is confidently expected to overtake the Toronto markets in the near future. We still quote: Single barrels 60c; 2 to 3 barrels, 59c; 4 to 9 barrels, 58c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms, net, 30 days.

White Lead—The market has been dull during the week and competition has been so keen that a temporary revision of prices has taken place. Prices for the week are as follows: Genuine white lead, $6.50; No. 1, $6.25.

Red Lead—Since last week prices have remained firm and the demand is beginning to assume spring proportions. The bottom price is felt to have been reached. We quote: Genuine, in 100 lb. kegs, $6; Genuine in 560 lb. casks, at $5.50; No. 1, $5.

Petroleum—an average winter demand exists at present and no change in prices has occurred. Quotations remain: Prime white, 13½; water white, 15, Pratt's astral, 17½c.

Glass and Putty—Glass is moving freely at present at a small increase in quotations and the demand for putty is beginning to assume spring proportions. Prices of putty remain unchanged. Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Shellac—The market is steady at present with very little demand. Quotations remain stationary though competition is very keen. The following prices prevail: Pure white, in 5 gallon lots, $2.25; pur orange, $2; and No. 1 orange, $1.90.

Varnish—The demand remains steady. Small orders alone are being booked. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

Covering
The Largest Surface.

Protecting
It For The Longest Time.

These are two reasons why people who paint are making it worth the dealer's while to handle

BRANDRAM'S B. B. Genuine White Lead and English Liquid House Paints

BRANDRAM-HENDERSON, LIMITED

Manufaoturers

Montreal **Halifax**
St. John **Winnipeg**



Let your paint trade be a little higher than it was last year. Think higher, talk higher. Let

RAMSAY'S PAINTS

demonstrate a high class paint for high class trade. Everything in value—of value stands behind the Ramsay Paints, and you get your price without the long arguments and doubts that remain with you after selling stuff that people know nothing about. Let us send you a color card and some booklets, —ask us for them.

A. Ramsay & Son Co.

ESTABLISHED 1842 MONTREAL PAINT MAKERS

¶ We are preparing for a liberal advertising policy this year. We want to help you to sell more of

JAMIESON'S

Crown and Anchor

House Paints

and

Floor Enamels

Goods representing the best values. all colors.

Ask us for particulars.

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., Montreal



THE PAINT SEASON

IS RAPIDLY APPROACHING

ARE YOU READY FOR THE DEMAND?

ARE YOU STOCKED WITH THE BEST?

The name "ISLAND CITY" stands for the highest quality, a paint well known and well liked.

Write us for Latest Price Lists.

P. D. DODS & CO. - MONTREAL

162 McGILL STREET

REGARDING YOUR PAINT STOCK.

This is the time of the year when wise hardware dealers are getting ready for the annual house cleaning season, and are preparing a stock of paints which are in demand from March 1. What plan have you adapted for receiving and displaying this year's stock? Building operations were heavy last year, and, as a direct consequence, a big demand for paints is expected this spring, and you will have to lay in a good stock if you expect to share the profits of the annual spring rush. A few suggestions taken from the paint departments of successful dealers may prove worth reading.

Have the stock arranged by itself, and if you can spare the space the following method for its display may be successfully adapted at little cost. The idea is to construct a pyramid-shaped rack, sloping in towards the top and built with a square base. The size must depend on the quantity of paint stocked but if properly constructed a space of six square feet will prove sufficient for the average store. Build a wooden frame out of common boards to form a series of shelves which will be about the size of the different cans. In this way the gallon pots will be arranged on the floor or bottom shelves, and then the quarts, pints, half pints, etc., may be built up in the shelves prepared for them. Three sides of a pyramid may thus be used and the back section which should be left open will be found convenient for the reception of glass, oils, putty, etc., and other articles connected with this branch of the business.

Last year dealers all over the country complained about the time necessary for goods to arrive at their destinations, delays were common and the prospects are that there will be little or no change this year. Knowing this, it will pay merchants, especially those furthest removed from the different sources of supply, to lay in their stocks as soon as possible. In this way destructive delays will be avoided and your paint trade this year will be on a fair way to prove more of a success than any past year in the history of your business.

ORGANIZE YOUR STAFF.

Prompted by the communications sent out by the Paint Manufacturers' Association of America, one paint dealer in the Western States has organized a class of instruction composed of everyone in his establishment. This class meets once a week and devotes several hours to a thorough discussion of the selling details of the paint business.

Think of the immense possibilities to be obtained through such discussions as will naturally arise through the interchange of ideas. Surely this dealer will get the best there is out of each employe and will fortify himself and his clerks with the strongest selling arguments it is possible to obtain. Give this a little thought. Can't you do the same thing in your own business?

After the preliminary meeting this dealer wrote a letter to everyone connected with his establishment, outlining the plan for these weekly meetings, and putting it up to his people to get busy. It won't take this dealer very long to determine which of his employes are ambitious, interested in his business and worthy of advancement, as against those who are the sluggards and dreamers.

The following is a copy of the letter written by this dealer to his employes:

"A short time since we had an evening meeting which was of considerable benefit. These meetings will be continued at regular intervals. The next one will be ..... It is expected that each one of you will attend these meetings as a part of your work.

"Conditions in the paint business are far from satisfactory. With the trade considerably divided, we handle goods on a smaller average margin of profit than any other line, unless, possibly, groceries. The volume of sales is a comparatively small one when it is remembered that, aside from contractors and painters, each individual and family uses only a very limited amount per year or per five years. It is necessary for us to secure as large an amount of business as possible, to plan new ways for giving customers the most satisfactory service at a reasonable expense to ourselves, and to get all of the business we can. Anything you have to offer in the way of better service to customers, more economical methods of doing business, is worth while to this store organization and so to yourself.

"During the past few weeks we have secured and given you some books about paint which are of value.

"We have gone to considerable trouble to secure paint booklets and pamphlets which are of value to paint men and to paint salesmen. You will not be doing your duty by yourselves or by the selling organization if you do not carefully read, and, so far as possible, learn and understand the subjects treated of in these booklets. A good many people content themselves with what they are going to do to-morrow, next week, next month, or next year. Such people average from failures to ordinarily successful men. The man who goes out and does things to-day and this month, is the man who gets results. We want to do things and do them now.

"Each one of you is requested to leave one or more written questions at my desk each week by or before Friday evening; these questions to touch anything you would like further information about, from the making or buying of paint to the selling or use of it, or to troubles which come up in the paint business. These will be arranged and classified and turned over to the organization by Saturday evening, if possible, so that they may be studied out during the coming week and the answer ready at the first meeting. The time is short in which we can do a heavy business this fall. Let every man bring in all the business he can; think, talk, eat and sleep paint, and see if we cannot make a wonderful record and be ready to spread out a little further another year."

7/8

SEVEN-EIGHTHS OF OUR OUTPUT IN PARIS GREEN HAS ALREADY BEEN SOLD IN QUICKER TIME THAN EVER BEFORE.

REASONS: THE STANDARD FOR EXCELLENCE IN DEATH-DEALING QUALITIES, AND, CONSEQUENTLY, ITS GROWING POPULARITY.

"FACTS ARE STUBBORN THINGS."



"FAMILIAR," TO EVERY ONE, AS "HOUSEHOLD WORDS,"

THE CANADA PAINT COMPANY, LIMITED

DO MORE PAINT BUSINESS IN 1908

The best way to increase your paint business in 1908 is to stock up with a brand of paint which brings in repeat orders through its own merit. That brand is

NEW ERA PAINT

It is a pure paint, with unexcelled spreading qualities, and has a lasting lustre. The price and profit are just right.

STANDARD PAINT AND VARNISH WORKS CO., LIMITED
WINDSOR - ONTARIO

Wire Nails
Tacks
Wire

Prompt Shipment

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

HEADQUARTERS
FOR
Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BRONZE POWDER and BRONZE LIQUIDS

ARE *GUARANTEED* WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Jardine Hand Drills

New Designs

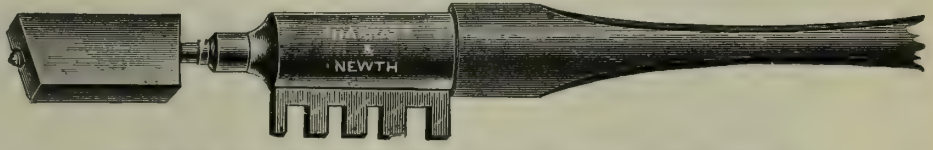
Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Every Hardware Merchant Is Interested

in making more money out of paint—or anything else. Consequently you are interested in knowing about the best brand of prepared paint ever put on the market, and which really is profitable. Instead of throwing our money away in extensive advertising, we have spent it in producing a better paint at a lower price—yielding you a better profit.

Moore's Pure Linseed Oil H.C. Paint

shows, by actual test, that no other prepared paint on the market can equal it for covering capacity and durability. Write now for our color cards and prices.

Muresco Wall Finish

is the finest, furthest-spreading, and most profitable interior wall finish on the market. Are you handling it?

BENJAMIN MOORE & CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA. New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B. Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S. Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

ALABASTINE

is the only Wall Coating, which is extensively and persistently advertised to the general public and is what the people call for when they want anything in the line.

No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is ALABASTINE THEY WANT.

A well-selected stock of ALABASTINE is "as good as the wheat," for repeat sales are invariably the rule once the customer uses it.

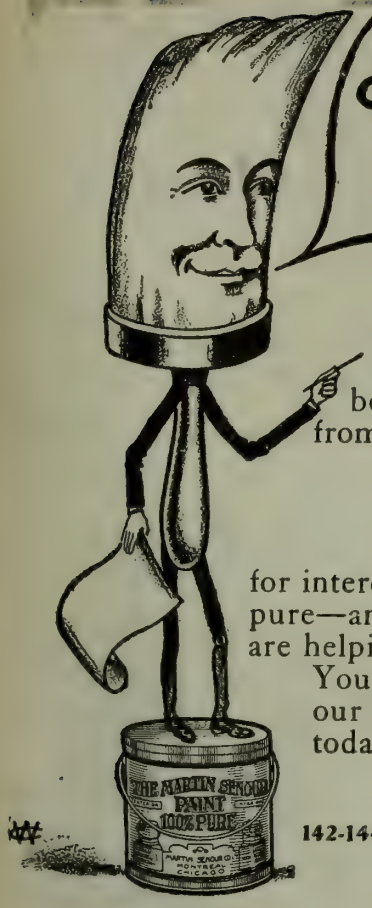
Our publicity campaign for 1903 is sure to more than double the already large trade for ALABASTINE.

Our illustrated Catalogue, "HOMES, HEALTHFUL AND BEAUTIFUL," handsome Counter Show Card, Cloth Banners, Tint Cards and other literature, which we supply liberally with every shipment of ALABASTINE help the dealer to create new trade.

The new two-sheet Poster showing an enlargement of the illustration of the Dining Room in "HOMES, HEALTHFUL AND BEAUTIFUL," which we propose posting in large numbers on all the Bill Boards in Canada during the Housecleaning Season will be a "SURE WINNER."

Get ready to supply the large and growing demand for ALABASTINE by ordering a full assortment either direct or through your nearest Jobber and DO IT NOW.

The Alabastine Co., Limited, - Paris, Ont.



Let Us Advertise Your Store

There is nothing like good advertising as a tonic for business. We are persistent and painstaking advertisers. As soon as a dealer begins to handle **Martin-Senour Paint,** we begin advertising in his behalf. We make it decidedly to his interest to handle our goods, both from a profit-making and trade-building point of view.

WE HAVE PLANS

for interesting, discriminating paint buyers in **Martin-Senour Paint**—100 percent pure—and at the same time influencing their trade in your favor. These plans are helping others, and there is no reason why we cannot do as well for you. Your name and address on a postal card will open the way for us to explain our methods and show you how we can be mutually helpful. Write to us today.

MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal — 2514-2522 Quarry St. and Archer Ave, Chicago

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint and Varnish Co., Ltd. Halifax, N. S.

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

BLUNDELL'S PARIS GREEN

A genuine ENGLISH Green

Before you place your order for Paris Green write for our prices.

Made by a firm with 100 years' experience in color making.

Guaranteed pure and to conform to the Canadian Government Standard.

Will do all that any other make will do and costs you less money.

Blundell, Spence & Co., Limited

Manufacturers

HULL, ENGLAND

ESTABLISHED 1811

Agent: WILLIAM BRODIE,

226 Board of Trade Building, MONTREAL

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business couldn't you, Mr. Dealer? That's the way with most men anyway. Why not push the Roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "GENASCO" READY ROOFING?

ALEX. McARTHUR & CO., Limited

82 McGill Street, **MONTREAL**

F. J. COX, Winnipeg, is our Sole Agent for the North West Provinces.

CURRENT MARKET QUOTATIONS.

January 31, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 11
Hallett'	0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb
Casting ingot.....	15 00
Cut lengths, round, bars, ¼ to 2 in...	25 00
Plain sheets, 14 oz.....	25 00
Plain, 16 oz., 14x48 and 14x60	25 00
Tinned copper sheet, base	27 00
Planished base.....	30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25 0 26

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized—	Dom. Crown.	Ordinary.
18x24x52.....	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		32 50
Deserontô No. 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron.....	30 00	32 00
Angles.....	2 25	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 50
Horseshoe iron "	2 25	2 50
Band iron, No. 10 x ⅝ in.	2 10	2 30
Sleigh shoe steel	2 10	2 30
Iron finish steel....	2 15	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 30
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 60	2 80
Mining cast steel....	0 07½	0 08
Warranted cast steel....	0 13½	0 14
Annealed cast steel....	0 14½	0 15
High speed.....	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. 32 00 @31 50

TINPLATES.

Charcoal Plates—Bright M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75 7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 50 4 35
Bar, ...	4 75 4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25 6 50
Sheets, 3 to 6 lb. "	6 00 6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02¾
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
" 2 wrought "	...	5 50
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " ..... "	1 90
No 7 Fuller's..... .... "	2 25
No. 4½ " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 45; iron, 55 p.c.	
Thompson Smoke-test Machine 25.00	

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon Standard, $4.50; Extra heavy, $7.50

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, ETC.

List issued by the Standard Ideal Company on Sept. 1, 1907, now governs prices.

ENAMELED CLOSETS AND URINALS

Discount 15 per cent.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 5 p.c
Steam Radiators—50 and 5 per cent
Wall Radiators and Specials—50 and 5 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 58	⅛ inch.....	3 41
¼ "	2 58	¼ "	3 41
⅜ "	2 90	⅜ "	3 75
½ "	3 90	½ "	5 00
1 "	5 80	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40	
2-lb. or over ..... "	0 35	

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 20
Wiping.....	0 18	0 18½

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol).....	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure. ...		0 08
Chrome yellow "		0 15
Golden ochre "		0 10
French "		0 08
Marine black "		0 40
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15

CLAUSS BRAND BARBER'S SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.



FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25¾

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
P. D. Dods & Co's "Island City"	1 50
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 25 2 50
Fine orange	2 00 2 20
Medium orange, No. 1	1 90 2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls	0 17 0 21
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 71
Linseed Oil, " raw	0 57 0 60
" " boiled	0 60 0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 25
No. 1 Canadian	6 00
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 50
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's C.P., lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 60
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$2 90	$6 75
26 to 40	3 20	7 50
41 to 50	3 65	8 75
51 to 60	3 90	10 00
61 to 70	4 50	11 50
71 to 80		12 50
81 to 85		14 00
86 to 90		16 50
91 to 95		15 00
96 to 100		20 00

Discount—16 oz. net; 21 oz. 40 per cent per 100 feet. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cemen in wood	3 40
"Iron Clad" cotton	2 10
"Red Seal" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00
Chicago and Reliance Coil 25 per cent.	

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and arger	6 25
Light T and strap, discount p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50
Coopers', discount 45 per cent.	
Poultry netting staples, discount 40 per cent.	
Bright spear point, 75 per cent. discount.	

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00
Bench Axes, 40 per cent.	
Broad Axes. 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
" & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe in ordinary quantities. 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond 60 a d 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10 0 20
Canadian sledge per lb.	0 07 0 08
Canadian ball peen, per lb.	0 22 0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather.....	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
R. & D.. discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over.....	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in. $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40,10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4.25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 40
3d.....	3 15	3 10
4 and 5d.....	2 90	2 80
6 and 7d	2 80	2 70
8 and 9d	2 65	2 55
10 and 12d	2 60	2 50
16 and 20d.....	2 55	2 45
30, 40, 50 and 60d (base)	2 50	2 40

F.o.b. Montreal.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pi-tol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M

11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

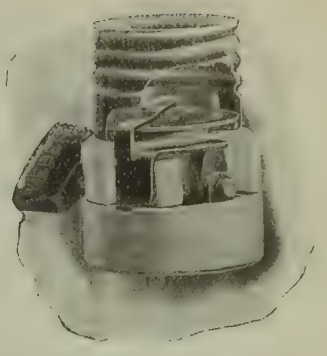


MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymour's, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 90
" No. 50, nickle-plated,	"	0 95
" handles, japaned,	per gross	9 25
" " nickled,	"	9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	"	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright	2 80	Galvanized	3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 5 p.c. off. Other sizes, 50 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case		0 57
" 4 " packages, per case		0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style	per doz.	7 55
Common doors, 2 or 3 panel, light stair	per doz.	9 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop		1 90
" " 3-hoop		2 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10½	
Pure Manilla	0 15	
"British" Manilla	0 12	
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea	0 16	
Jute	0 09	
Lath Yarn, single	0 10	
" double	0 10½	
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.	0 27	
Wrapping, cotton, 3-ply	0 25	
" " 4-ply	0 29	
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 08	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and ove			

INDEX TO ADVERTISERS.

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index, is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

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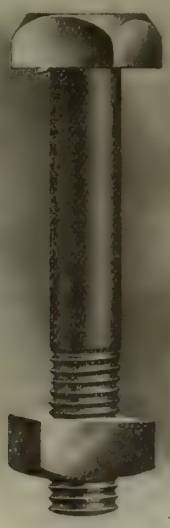
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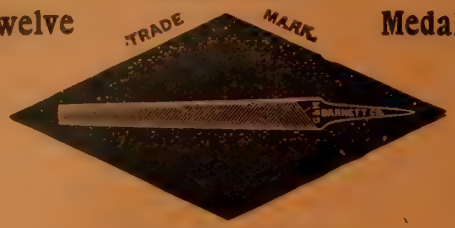
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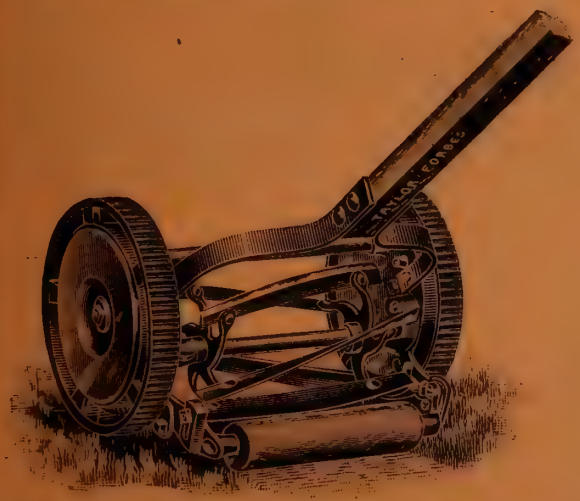
26 gauge, 12½ oz. 28 gauge, 10¾ oz. per square foot.

Cut this out for future reference and remember when comparing with American gauges.

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A. C. LESLIE & CO. Ltd., MONTREAL Managers, Canadian Branch.

How is Your Stock of Lawn Mowers?



Now is a good time to replenish your Lawn Mower stock.

Our "Mayflower" Lawn Mower is a high-grade 5-Blade Mower made from the best Steel and is guaranteed to give perfect satisfaction.

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Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

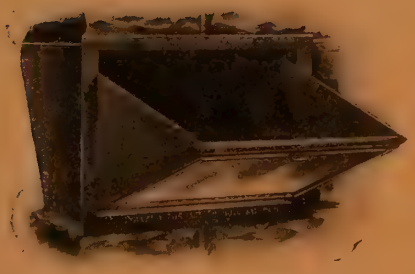
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Why Did Not Someone Think of This Before?

A Window and a Coal Chute All in One!



Cast Iron frame and hopper with continuous sheet steel bottom which completely covers and absolutely protects the window glass below it from breaking.

A fine unobstructed basement window when closed and locked.

Useful every day in the year for light or as a chute. Saves the price of an extra window frame and sash which would be necessary for light with any other chute.



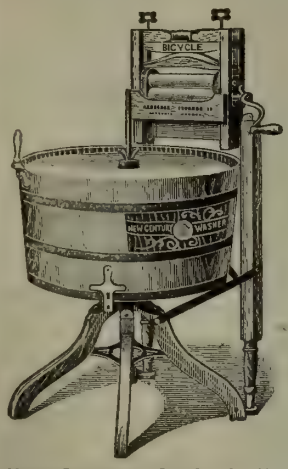
The Only Combination Window Chute on the market.

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The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

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The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

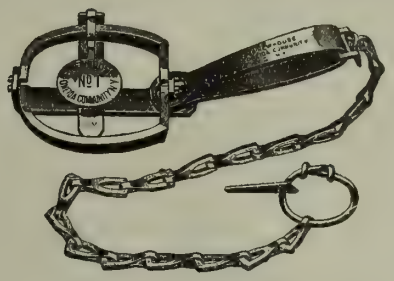
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FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. A **Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

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Made since 1848 by

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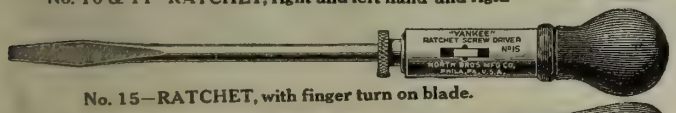
"YANKEE TOOLS"

ARE BETTER

SCREWDRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid



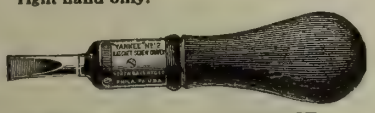
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



CHUCK and 8 DRILL POINTS for spiral ratchet screw driver.



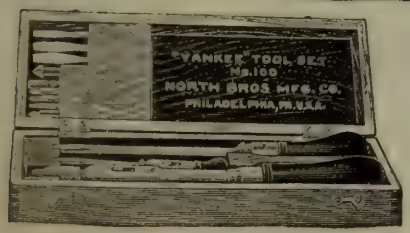
No. 12 RATCHET with stub blade.



COUNTERSINK for spiral ratchet screw driver.

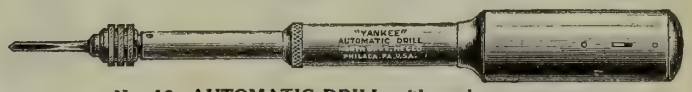


No. 60—POCKET SCREW DRIVER

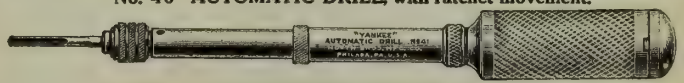


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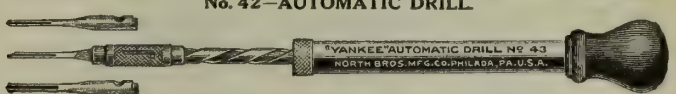
No. 40—AUTOMATIC DRILL, with ratchet movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



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We are exclusive CANADIAN AGENTS for the celebrated "NEW ENGLAND BALL-BEARING MOWER"

WE STOCK :

Maxwell's—8, 9 and 10½ inch wheel.

Daisy—8 inch wheel.

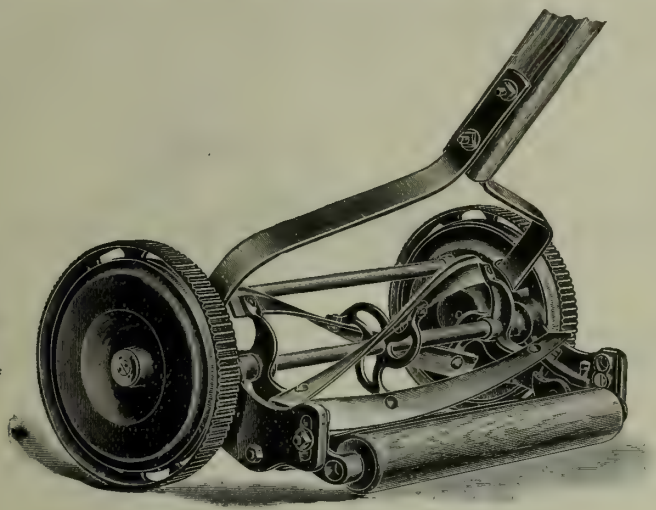
Star—9 inch wheel.

Woodyatt's—10½ inch wheel.

Townsend's Spider—This is a high-grade ball-bearing machine, stocked in 14, 16 and 18 inches only.

Townsend's Matchless and **Colf Mowers.**

Townsend's Horse Lawn Mowers.



"New England" Lawn Mower.

The "New England" Ball-bearing has 8 inch drive wheel, 1⅛ inch diameter ball races, ¼ inch tool steel balls. Fitted with patent cone adjustment, which cannot work loose. Cones are hardened and ground. Has three tempered tool steel knives. Three sizes, 14, 16 and 18 inches. The best value and cheapest ball-bearing mower sold in Canada.

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Ironclad No. 1—Adjustable to all high and low-wheel mowers of 18 inch and smaller. Bright striped canvas sides and back, galvanized iron bottom.

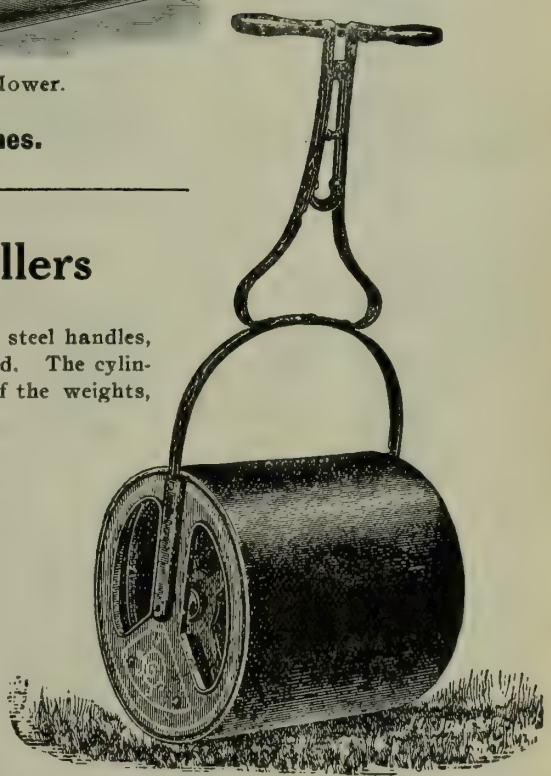
Triumph No. 1—Adjustable to 10—18 inch low wheel mowers. Bright striped canvas with galvanized frame.

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Fitted with cast iron roller, steel handles, all parts painted and striped. The cylinder revolves independent of the weights, which are located at each end, insuring a perfect balance and even distribution of weight. The handles always retain an upright position when not in use.

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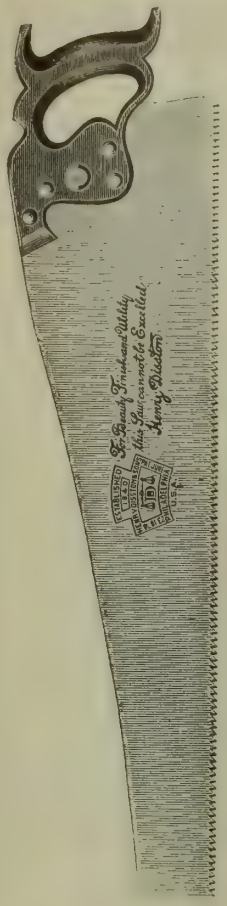
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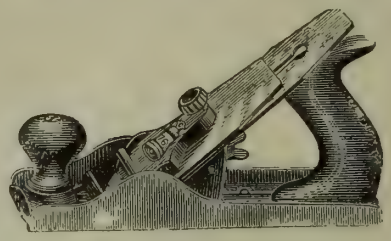
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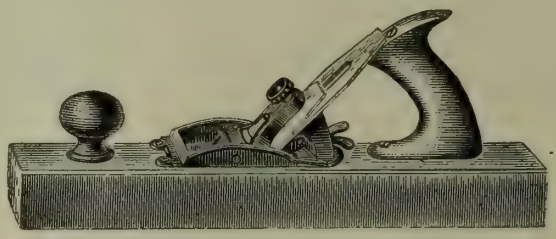


Carpenters' Tools

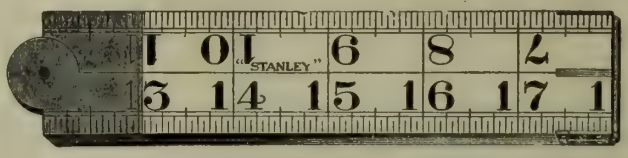
Royal Oak, Atkin's and Disston's Hand Saws



Stanley's Planes



Whitman & Barnes' Plumbs and Maydole Hammers

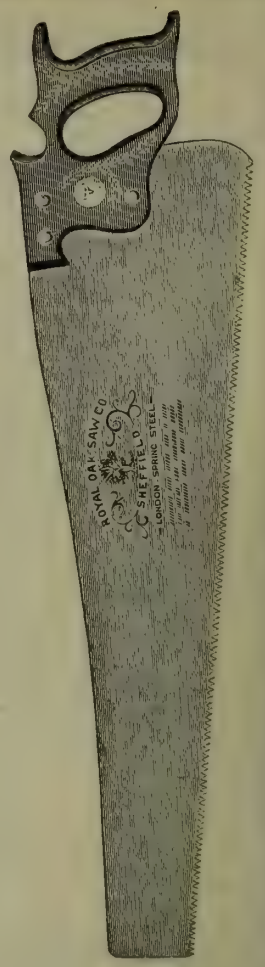


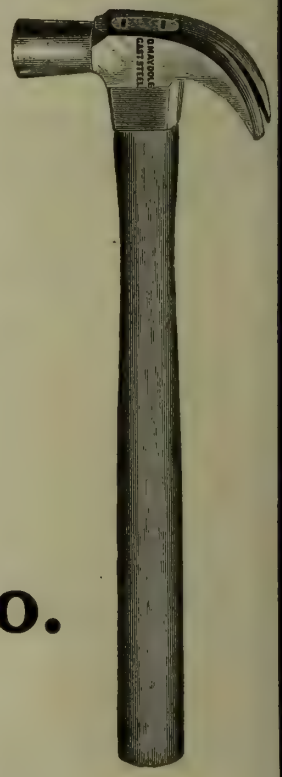
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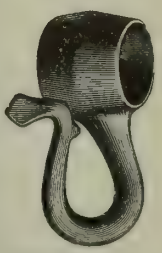
Heavy Doubletrees, Second Growth Ash, 2 x 4 x 48
" " " " 2 x 5 x 48
" " " " 2 x 5 x 60



Heavy Team Neckyokes, Second Growth Ash.



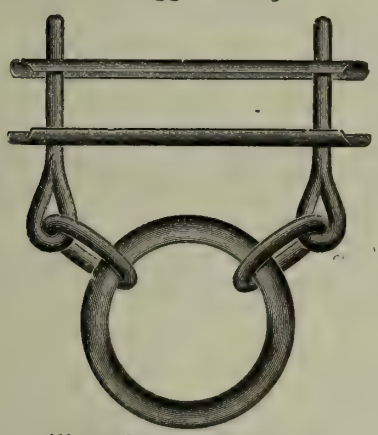
Ironed Waggon Neckyokes



Whiffletree Hooks



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Wrought Iron



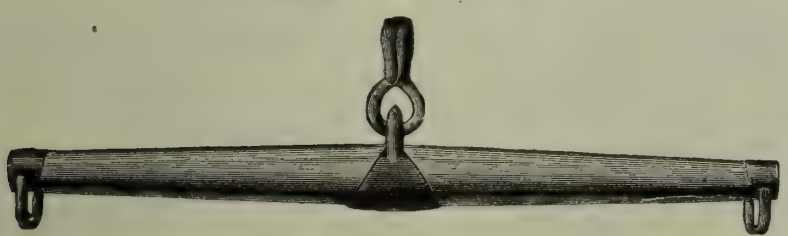
Wrought Neckyoke Irons



Malleable Clevices



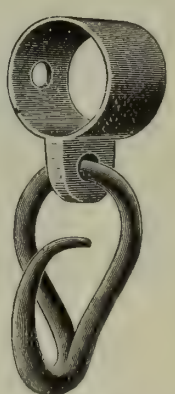
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Ferrules and Hooks
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"New Stewart"

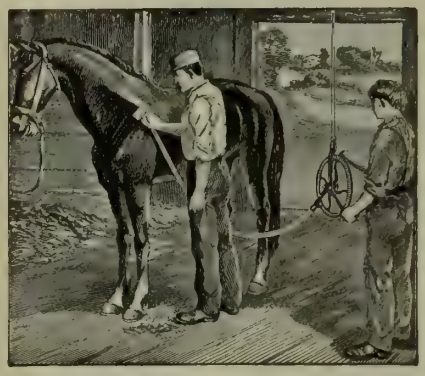
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"1902 Chicago"

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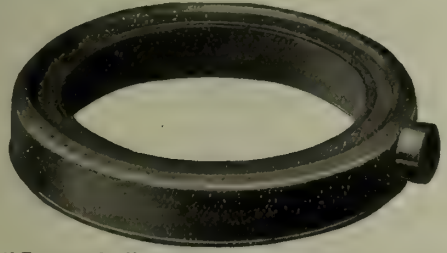
"California Blair." 12, 24 and 36 inches high.

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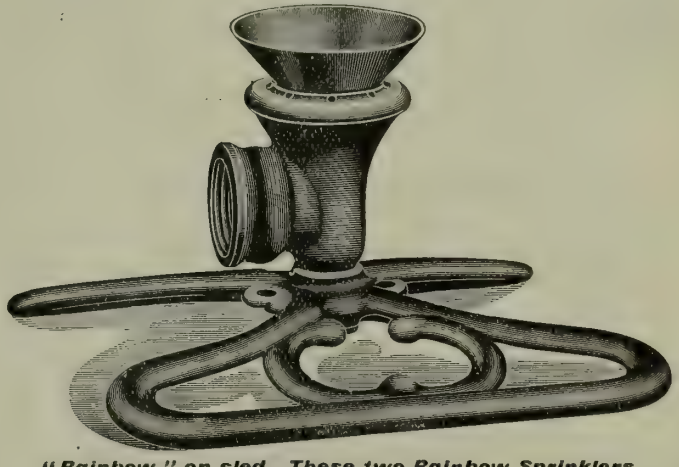
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The CANADA METAL CO.
Toronto, Ontario.

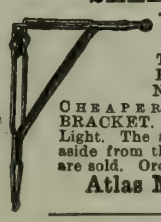
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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

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"AUTO-SPRAY."
Compressed air—automatic. Best hand Sprayer in the market to-day. Liberal terms to the Trade.
CAVERS BROS., GALT, ONT.
Sole agents for the Dominion,

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
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Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.

DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

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STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

THIMBLES



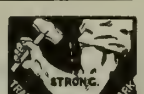
Headquarters for Fireproof Asbestos Stove Pipe Thimbles, (See our latest) also Hand, Automatic, and Compressed Air Sprayers.

We are manufacturers.

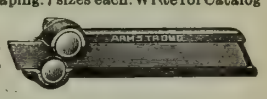
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The Collins Mfg. Co., Toronto

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Office and Works
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Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
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SOMETHING NEW AND A PRONOUNCED SUCCESS

THE "CROWN" SAD IRON HEATER

PATENT APPLIED FOR.



Made of heavy black iron and furnished with strong bail handle for convenience in use.

Can be used with equal Success on

GAS, OIL, COAL OR WOOD STOVES

Holds a full set of Mrs. Pott's or Asbestos Sad Irons at one time. It heats the irons quickly and holds the heat, thus making an immense saving in both time and fuel.

It keeps the irons always bright and clean and also forms a good receptacle to keep them in when not in use.

Our Travellers are now carrying samples and it will pay you to look into its merits.

RETAILS AT 50c. EACH.

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg



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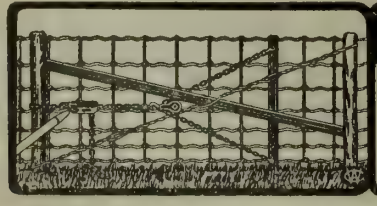
TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario





HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools**, which are unequalled in Quality, Beauty and Finish.



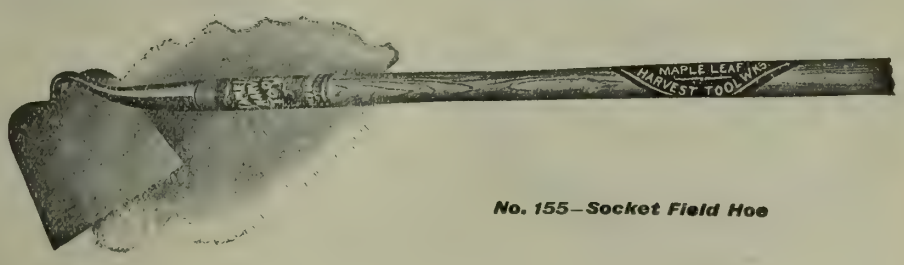
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



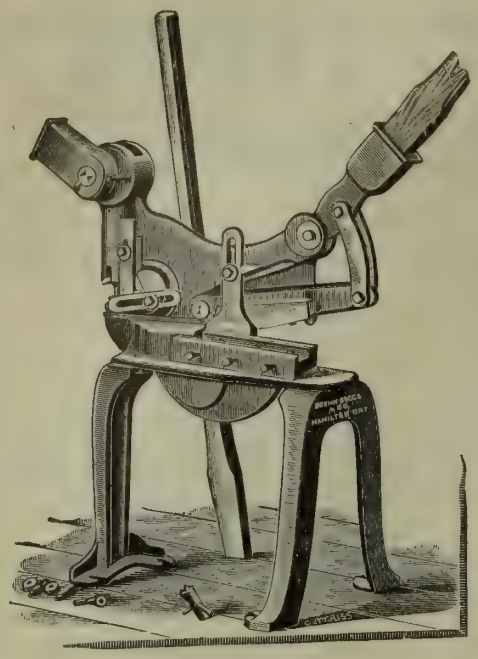
No. 155—Socket Field Hoe

TO THE MERCHANTS:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



No. 10

Combined Lever Punch and Slitting Shears.

These Punches and Shears are made in two sizes—No. 10 and 11.

No. 10 will slit No. 12 gauge sheet iron or soft steel, or bar iron ¼ x 2 in., or ⅜ in. round, and will punch a 5-16 in. hole in ¼ iron.

No. 11 is the same style as the No. 10, only heavier, and will cut No. 10 gauge sheet iron, or punch a ⅜ hole in ¼ in. iron.

We make a FULL LINE of PUNCHES and SHEARS OF ALL DESCRIPTIONS.

Write for our illustrated catalogue of TINSMITHS' TOOLS, PRESSES AND DIES, CANNING AND EVAPORATING MACHINERY.

The BROWN, BOGGS CO., Limited

Hamilton - Canada



THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

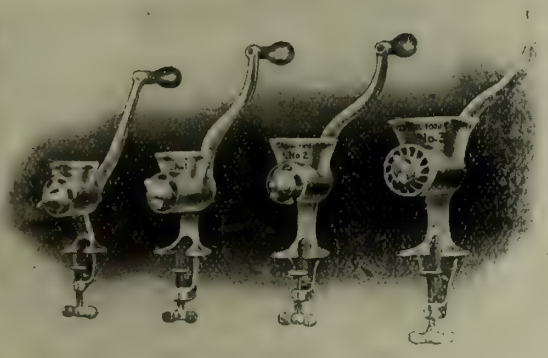
The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

THE "BIG FOUR" ROUTE

to speeding and lasting profit is shown in this illustration.



THE

"General" and the "Shirreff"

self-sharpening, non-rustable steel knife Food Choppers, command a ready sale wherever shown. And every one sold means a first-class advertisement for the hardwareman who sells it.

WRITE FOR THE POINTS OF PROFIT!

Shirreff Mfg. Co., Ltd.

BROCKVILLE, ONT.

BANNER COLD BLAST LANTERNS



Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.

HAMILTON, ONT. LIMITED

"THE NAME'S THE GUARANTEE"



The above is a reproduction of our colored show card. If this cannot be obtained from the undermentioned wholesale houses, who carry our saws, we shall be glad to send on receipt of business card (free).

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Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
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Mr. L. H. Hebert - - - - - Montreal
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Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
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Spear & Jackson, Limited

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Easy-to-Sell Handles!

Our line of handles are easy to sell because they have a well-earned reputation for practical merit. When you sell our handles you know you can guarantee them to be the best value for your customer's money. Our

Fork, Hoe, Shovel and Rake

handles are made from clean, strong Canadian White Ash, excellently finished.

HORSE-POKES

need to be really strong. And we recommend you to stock the "Pearson," "Climax," "Dictator" and "Champion," which cannot be excelled for strength and durability.

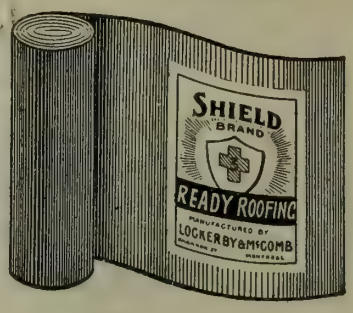
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J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET
MONTREAL

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal PRESTON Toronto

SALES AGENTS:

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J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
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"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet



Put up in rolls 32 in. wide, protected by our own patent ends. Nails and cement are in the core of each roll—ready to lay.

"Brantford" "Roofing"

is a roofing of quality, not the ordinary tar paper kind of a temporary nature with limited lifetime; but a good substantial material made of pure wool felt with heavy asphalt saturation. Coated and finished with waterproof and fireproof materials. Samples, prices, etc. free.

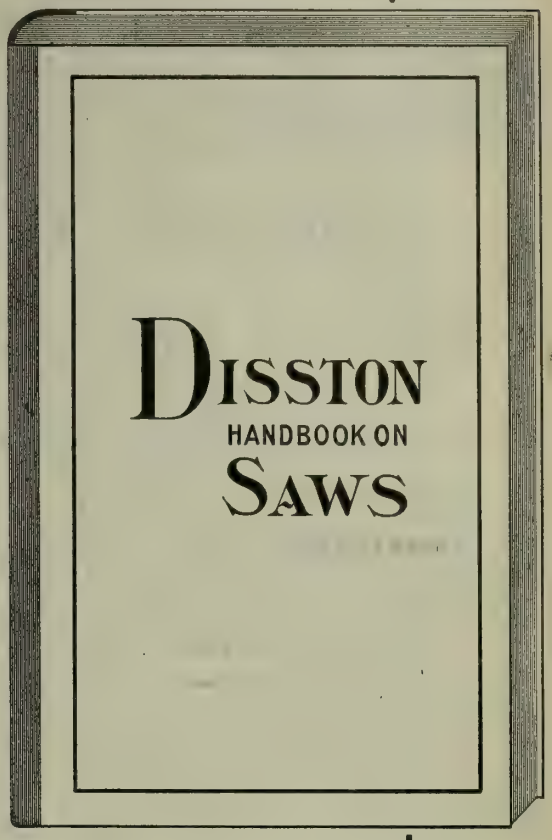
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Brantford Roofing Co. Limited

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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

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CANADIAN WORKS:
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Which wrist will do the most work?



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other Your trade will appreciate the advantages you offer. Write us at Hamilton, Ont., our Canadian Branch.

Home Office and Factory:
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E. C. ATKINS & CO., Inc.

BEAMS
CHANNELS
ANGLES
PLATES

1,500 TONS FOR SALE

All of this material in lengths from 40 to 60 feet.
We can ship promptly, and should be pleased to receive your order.
Prices and stock lists on application.

STEEL FRAME BUILDINGS and ROOF TRUSSES.

Also Steel Bridges for Railways and Highways.

THE HAMILTON BRIDGE WORKS COMPANY
LIMITED

Long Distance Telephone, Hamilton 630. **HAMILTON, CANADA.**



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

ALUNDUM NORTON TRADE MARK REGISTERED PATENTED ELECTRIC PROCESS

To the Grinder Who Doubts—

It is not a question of how much Norton Alundum Grinding Wheels can do, but whether you will test them to reach the maximum of economy in your grinding.

We guarantee the Purity, Uniformity and Durability of the grinding and binding materials in their makeup.

All sizes and shapes, adapted to all kinds of grinding where drawing of temper has to be considered.

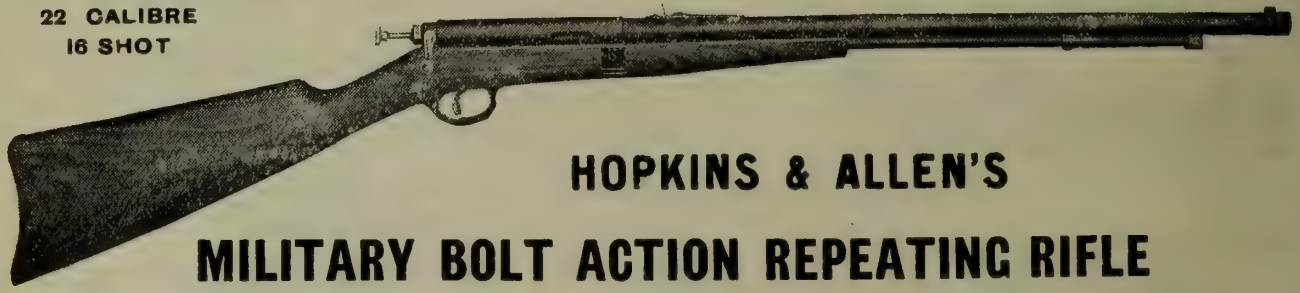
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THE CANADIAN FAIRBANKS COMPANY, LIMITED

MONTREAL TORONTO ST. JOHN WINNIPEG CALGARY VANCOUVER

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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"Quality Unsurpassed"

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Horse Shoes

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LIMITED

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Manufacturers of

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OPEN HEARTH STEEL

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BEST SIEMEN'S MARTIN STEEL

Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

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mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had. $2 per year buys them. Address

THE CONTRACT RECORD

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"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

...FULL STOCK...

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT.

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GEO. C. HALDIMAND

late of

W. L HALDIMAND & SON

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would like to communicate with Manufacturers in the Hardware line desiring representation in Canada.

Apply care of

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232 McGill Street MONTREAL



The clouds will soon roll by, and business will be joining nature in making this a good old world to live in; incidentally nothing better than McDougall Pumps are produced anywhere and we can supply all kinds and quantities promptly.

"McDougall Pumps are Standard Pumps"

The R. McDougall Co., Limited
CALT, ONTARIO

SELLING WIRE FENCING

is an easy matter when you recommend the unbeatable

"DILLON" Hinge-Stay Field Fence



The hinged-stay is an exclusive feature of the "Dillon," which enables you to guarantee to your customer a fence which lasts indefinitely.

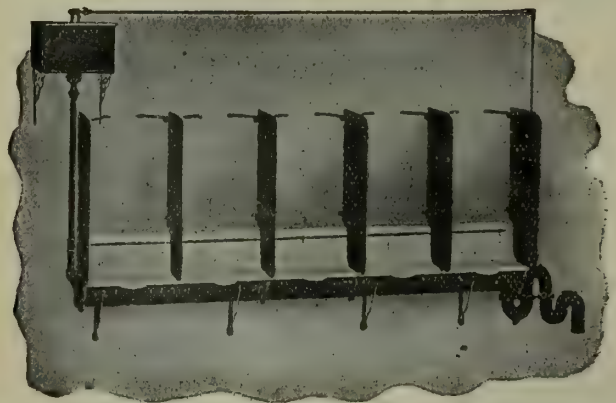
THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

Dealers in Plumbing Equipment Have a Practical Guarantee

of larger profits and greater satisfaction in handling

Standard Ideal Cast Iron Porcelain Enameled Ware



Made in Canada from designs calculated to meet every requirement of the trade. It is a ware that gives perfect satisfaction wherever installed.

The Standard Ideal Company, *Limited.*

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Sales Offices and Sample Rooms, TORONTO, 50 Colborne Street,
MONTREAL: 128 West Craig Street. WINNIPEG: 156 Lombard Street

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THAT STUFFY ROOM

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places, such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

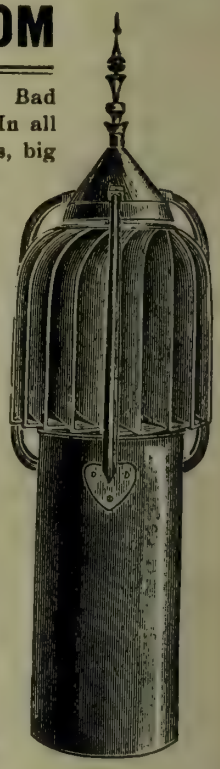
Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK



Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

THE J. W. HARRIS CO., LIMITED
General Contractors - MONTREAL

DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Manufacturers of

Iron and Steel Wire
Barbed Wire
Galvanized Wire
Coiled Spring Fencing
Brass Wire
Copper Wire
Wire Nails
Wood Screws
Staples
Jack Chains
Bright Wire Goods
Spring Cotters
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Stranded Guy Wire

DELAYS MAY BE DANGEROUS

The holding back time for ordering your spring requirements has elapsed and in some cases it is quite possible the Hardware buyer has held back a little too long. There is every indication of there being a heavy demand on the manufacturers for goods **and for quick shipments** and their ability to make prompt deliveries may be severely taxed.

SEND US YOUR SPECIFICATIONS NOW AND YOU WILL HAVE THE GOODS WHEN YOU WANT THEM.

Prices Right — Quality the Best

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
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Wrapping, Rolling, Seaming, Sewing and Grape Twines

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BRANCHES:

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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

Hamilton Rifles

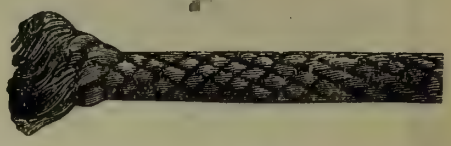
are moderate-priced firearms of great strength and accuracy. There is a place for them in every hardware store—in yours—because they find a ready sale wherever offered. Only the highest grade of specially selected and tested rolled steel is used in Hamilton Rifles; and only the services of well-skilled men are employed to make them. The result is, Hamilton Rifles are accurate and unfailing in working and perfectly safe—unburstable—in handling.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

The Hamilton Rifle Co.

Dept. 71 **Plymouth, Mich.**

Buy the Best.



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Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

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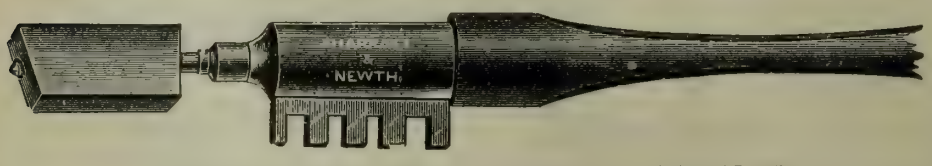
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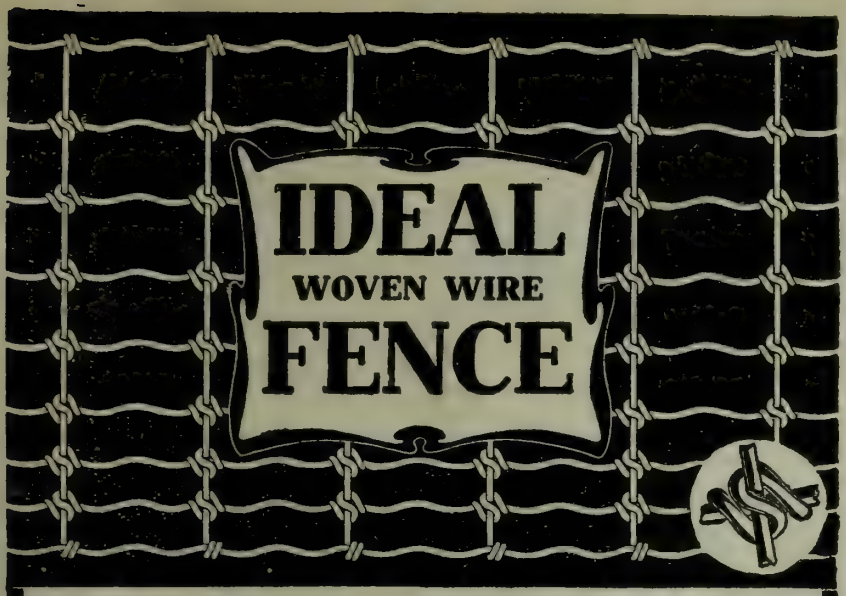
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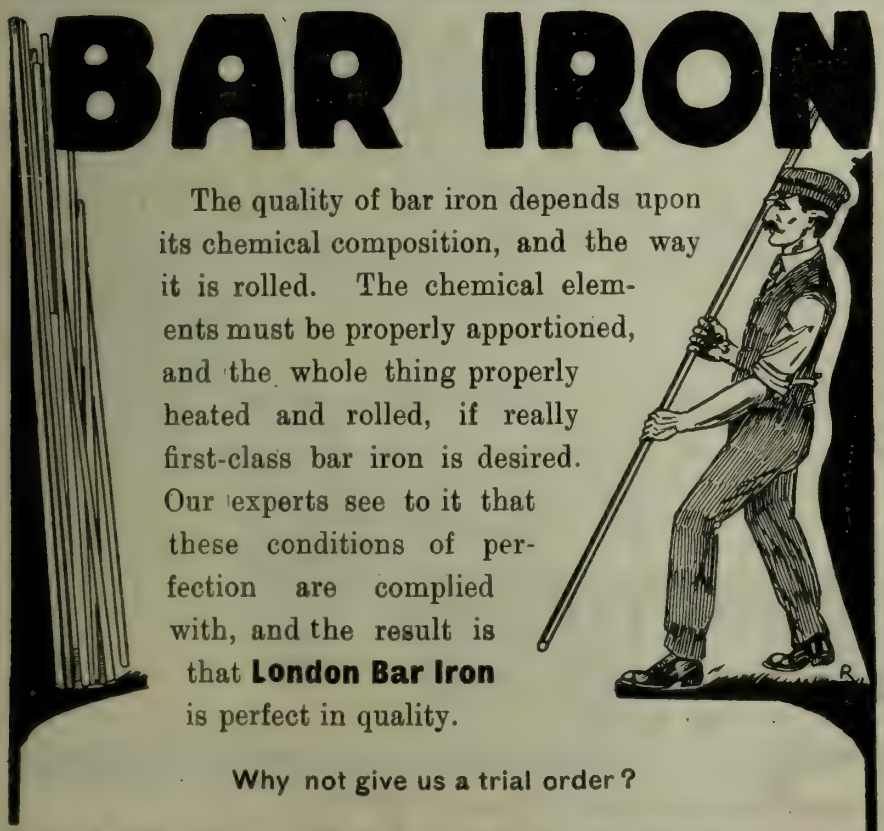
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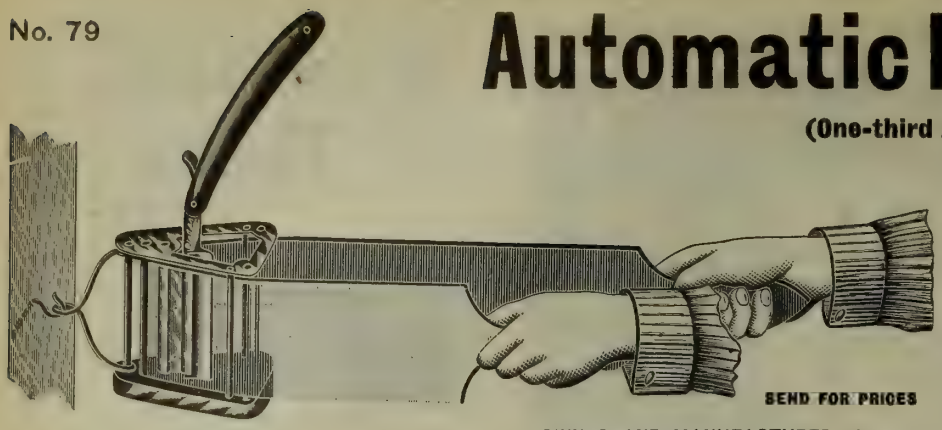
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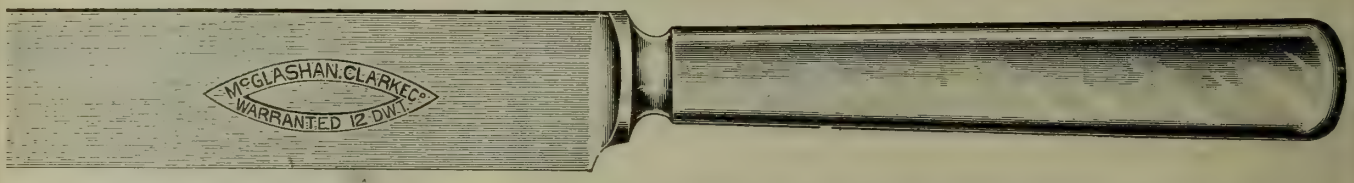
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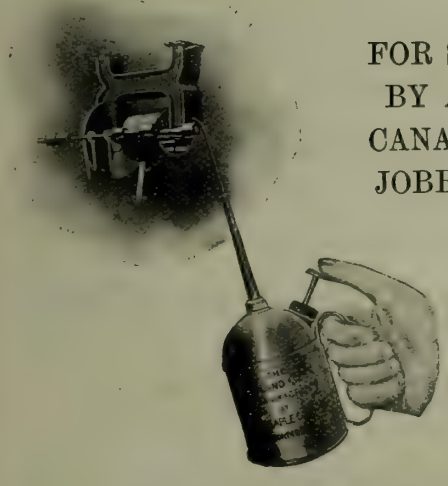
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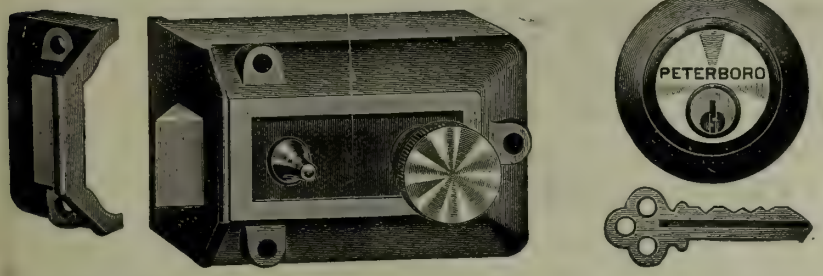
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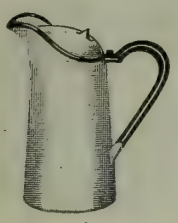
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Nickel-plated Hinge Cover.

No.	7
Height to Top of Lip, ins.	7½

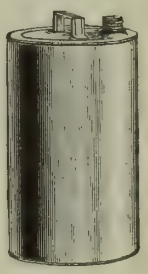
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"Canada" and "Imperial"



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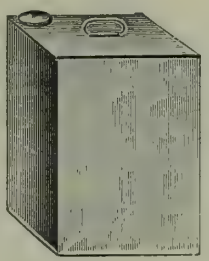




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Large Screws

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Standard Size

With 4⅛ inch Can Screw

Pounds	60
Inches	10½x9x13½



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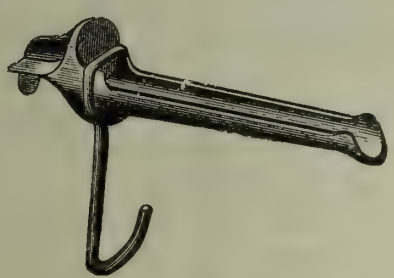
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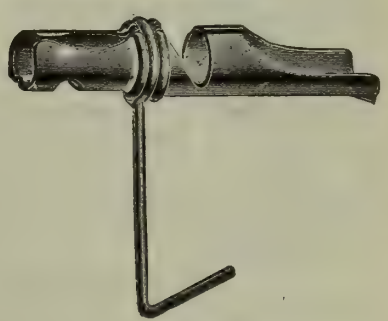
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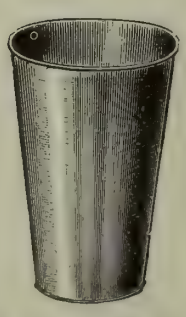




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Flaring Pattern.

Nos.	70	120
Quarts	6	10
Dim. ins.	10x6¼	11¼x8½



SAP PAILS

Straight Pattern.

Nos.	7	9	12
Gals.	1	1½	2
Dim. ins.	8½x9	9x9	8¾x12½

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The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—don't tear or grind.

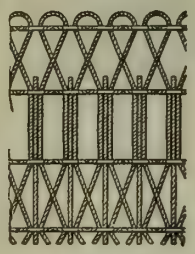
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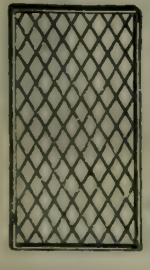


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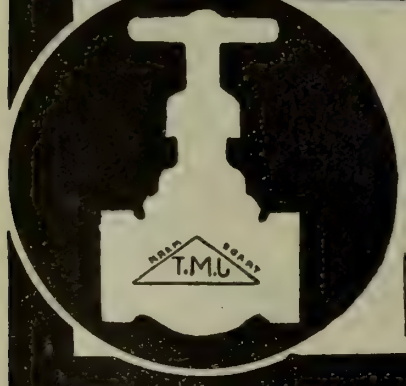
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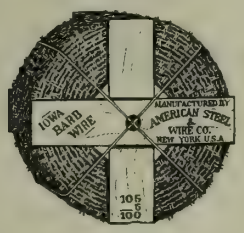
Air valves	Foot valves	Key valves	Peet valves	Union radiator valves
Back pressure valves	Globe and gate valves	Lock shield valves	Quick opening valves	Vacuum "
Check "	Hydraulic "	Marine valves	Relief "	Water pressure "
Direct weight safety "	Index "	Needle "	Sliding Stem "	X'tra heavy "
Engine valves	J.M.T. "	Oil "	Throttle "	Y gate "

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It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

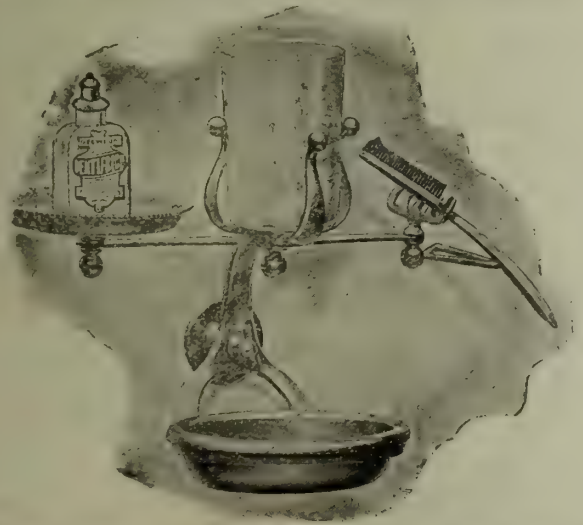
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UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The Buffalo Manufacturing Co.

BUFFALO, N.Y.

When you get our goods you know you get THE BEST.



We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

All High Grade and Exceedingly Presentable.

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51 Yonge Street, Toronto, Ont.

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FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

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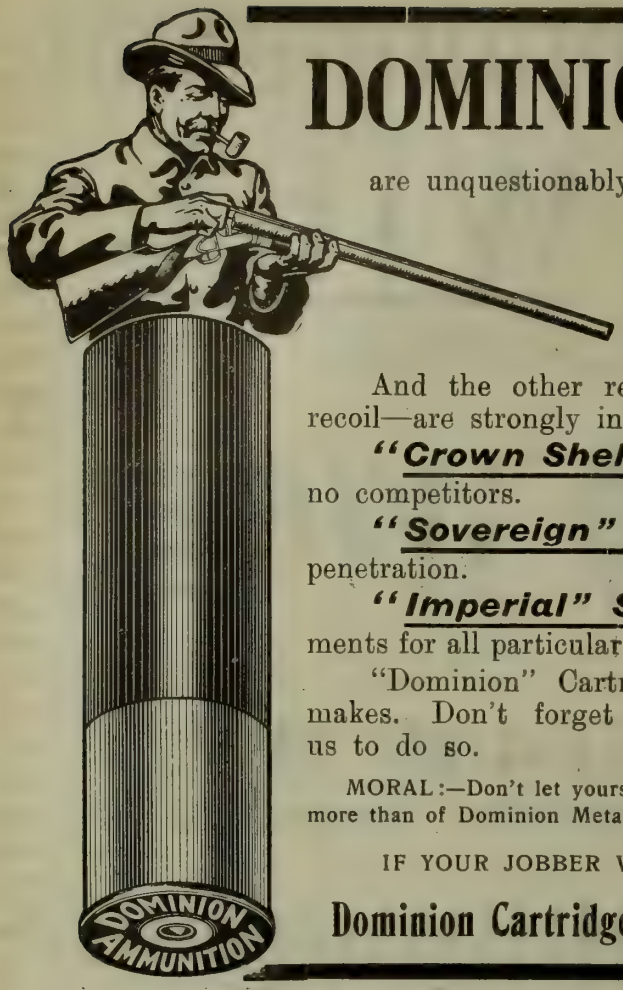
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TRADE MARK

FOR CUTLERY

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DOMINION SHOT SHELLS

are unquestionably better than Imported Shells at the same price.

They are dependableand all of equal standardized quality. To have this confidence in the ammunition and to have no doubt of its carrying qualities means much to a crack shot.

And the other requirements—maximum penetration with minimum recoil—are strongly in evidence.

"Crown Shells" for every day and general requirements, have no competitors.

"Sovereign" Smokeless Shells give surprising results in penetration.

"Imperial" Smokeless Shells meet the most exacting requirements for all particular occasions.

"Dominion" Cartridges suit arms of all standard makes. Don't forget that. They are guaranteed by us to do so.

MORAL:—Don't let yourself run short of Dominion Shot Shells, any more than of Dominion Metallics.

IF YOUR JOBBER WON'T SUPPLY YOU, WRITE US.



Dominion Cartridge Co., Limited, = Montreal

KEMPS' DAISY OIL CAN

Improved Lay Down Pattern 5 gallon.



1¼ in. red band at bottom and top.

No leak; tap not easily damaged in waggon. Just what has been asked for by our customers.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

After the Inventory, What?

"Hammernail" in Hardware, New York, makes some valuable suggestions regarding dead stock—How it accumulates and how to dispose of it.

Many facts, besides the amount of merchandise on hand are brought to light by the annual inventory. The inventory of the stock is necessary before the books can be balanced, and when this has been done the amount of profit on the year's business is shown. But the inventory is of more value than simply to be the means of revealing the profit of the year's business. By a close study of its pages the hardwareman will find—perhaps to his surprise—that he has an overstock of some goods. It will not be a difficult thing to ascertain just what goods are not moving; to find out exactly just what and how much dead stock there is in the store. For this purpose it will pay well to compare the stock sheets of one, two and three years back.

So-called dead stock is brought to light by the inventory, but there are many merchants who will not admit that their stores contain any but the most salable stock. By "dead stock" is meant any class of merchandise that does not move in say eighteen months' time. Some good retail merchants, in fact most of our modern big departmental store men, would class as dead stock that stock which did not move within ten months. Some would put it three months. But the very nature of the hardware business is such that it would hardly be possible to conduct a general hardware trade and move all the stock in ten months' time. Dead stock in the hardware store consists of anything that does not find a ready sale.

How Dead Stock Accumulates.

The taking of the inventory shows that there is dead stock in the store. The goods were not thought to be "dead" when they were bought. It will often be found that once these were among the best selling articles in the store. As an example, I know of a hardwareman who had over five dozen clothes pounders in stock. A few years ago he was probably selling that many a month. But gradually the machine took the place of hand work in washing clothes. The clothes pounders ceased to sell, the washing machines having more than taken their place. Those clothes pounders had become dead stock because there was no more market for them. And they came to be so in the natural course of the business and possibly because the dealer didn't look far enough ahead.

Sometimes it happens that good marketable merchandise becomes, for one merchant at least, dead stock, because his sales may be cut off, although the goods are not obsolete. This has often happened to a hardwareman in the case of mill trade. A certain kind of file is in demand. One particular mill uses this file constantly. The dealer puts in a larger order than usual. Then the purchasing agent at the mill is changed or a new foreman comes with new ideas. The mill ceases to buy that kind of a file. The goods find no other sale and they become dead stock. But in most cases dead stock can be traced back to careless or reckless buying or poor store management, although in spite of the most careful attention it will accumulate.

Eliminate "Dead Stock."

Having come to know that there are unsalable or slow-selling goods in the store, the wise hardwareman will at once endeavor to move this merchandise. One of the best ways to reduce this stock is first to draw off a separate list of these goods. Another excellent plan is to get all these goods together in one place in the store. Mark down the price on obsolete goods and move them, if possible. It has been said that for everything there is a market if only one can find it. It is also true that a merchant can not infrequently create a market for slow-selling goods by reducing prices and by advertising. In a case of overstock of a good salable article, for which the local demand might have become very limited or ceased to exist, as in the case of the files above, the best plan would be to take a loss and sell the goods, either through the regular jobber or direct to a hardware dealer, in a town or city where such goods are wanted. But in any case it's far better to take a loss on such goods and get them into something than to carry them along year after year on the inventory.

It probably isn't true that through the country generally there are big stocks in the hands of the hardware dealers. In many classes of hardware the jobber's stocks are remarkably low. Still it probably is a fact that there are very few hardware dealers who would not be just as well pleased to have still less in merchandise and more in money this January of 1908. Some comfort can always be had in the thought that if the goods were not in stock they would need to be purchased, and being in the store they will not have to be bought. However, it is always true that careful buying will bring good returns on the effort put forth.

See That Profit is Secured.

A careful consideration of the past year's business will bring to light the fact that much trade has been done with a very small amount of profit. The study of other results, as brought out by the inventory, probably proves that although 1907 was one of the banner years as to volume of trade, still the profit has not been in proportion to the business done. This then proves that it is profit made and not business done that brings the best results.

All this study of the inventory brings to the hardwareman some pointed conclusions for 1908 business.

1.—Buy more carefully.
2.—Watch stock closely.
3.—Try less for volume—more for profit.
4.—Push goods that pay best profits.
5.—Close out slow-moving lines.
6.—Better to buy more frequently than to overbuy.
7.—Reduce stock, inventory money next year.

That long, tedious, mean job of "taking account of stock" will have proved to be the best job of all, if the merchant is wise enough to study the results and act on conclusions drawn therefrom.

NEW CEMENT PLANT IN OPERATION.

The Lakefield Portland Cement Company have started shipping operations from their new plant at Pointe aux Trembles, Que., this week. The output of the factory is 2,000 barrels per day, which is to be increased shortly to 3,000 barrels. The limestone, which contains 2 per cent. of clay, thus giving it a correct chemical analysis for cement making, is quarried nearby, and conveyed to large gyratory crushers in steel dump cars. From the crushers the material is passed along through different rotating mills and furnaces progressively, and is not handled again until it passes into the receiving bins as cement.

The grinding is accomplished in two sets of mills, the Krupp Ball mills, and the Bonnot Ball mills, and the substance is reduced to such fineness that 25 per cent. of it will pass through a sieve having 10,000 meshes to the inch. Water screw conveyors carry the material to the roasting kilns, which are immense cylinders 110 feet by 8 feet in diameter. The calcining is done by means of pulverized coal, the degree of heat required being about 3,000 degrees F. The clinker thus formed passes through a natural draught cooling process, is then re-ground into Portland cement, and carried by elevators and conveyors to the store bins. All these grinding mills are operated by separate Canadian General Electric motors, and the power used is between 2,500 and 3,000 h.p., supplied by the Montreal Light, Heat & Power Co., at a pressure of 10,000 volts. This pressure is then reduced to proper voltage for the various motors. The lighting is accomplished by 50 Jandus arc lamps, and by about 700 incandescent ones. One great feature of the plant is that all the machinery, including the shafting bearings, are on concrete foundations. The area of ground under roof is some 140,000 square feet.

The formal opening of the works was celebrated by a luncheon given by the company at Pointe aux Trembles to a large number of Montreal business men, and to the members of the Canadian Society of Civil Engineers, who are holding their convention in Montreal.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

THE COMING CONVENTION.

Place—Toronto.
Date—Feb. 12 and 13.
Headquarters—Palmer House.
Hotel Rates—$2 per day.
Hall—Palmer House Building.
Exhibits—Palmer House Sample Rooms.
Entertainments—Some surprises in store for delegates.
Executive Meets—Feb. 12, 10 a.m.
Convention Opens—Feb. 12, 1.30 p.m.
Convention Closes—Feb. 13, 5 p.m.
Question Box—This will be a feature at every session of the convention. Come prepared to take notes and participate in the discussion.
Railway Fares—Single fare on all railways, to Toronto, Feb. 11 and 12, returning up to Saturday, Feb. 15.
Other Attractions—Horse Breeders' Exhibition and Mendelssohn Choir Concerts.

CONVENTION PROGRAMME.

The programme for the third annual convention of the Ontario Association will be about as follows:

Wednesday, February 12, 10 a.m.—Meeting of the Executive. 1 p.m.—Enrollment of members, payment of dues, etc. (About two dozen members were enrolled at last year's convention. Let's beat this record this year.) 1.30 p.m.—Convention called to order by President. President's address, Secretary's report, Treasurer's report, amendment to constitution, appointment of committees on resolutions, nominations, legislation, grievance, etc., general business, question box discussion on general trade matters. Wednesday evening—Complimentary dinner.

Thursday, February 13, 9.30 a.m.—Report of committees, general business, question box discussion on matters relating to the business end of a hardware store. 2 p.m.—Photo of delegates, election of officers, question box discussion on matters relating to the hardware store, such as care and display of stock, fixtures, windows, etc. Adjournment.

VISITOR FROM MICHIGAN.

Porter A. Wright, Holly, Mich., vice-president of the Michigan Retail Hardware Association, will attend the convention in Toronto next week as a fraternal delegate in place of Secretary A. J. Scott, of the same organization. Mr. Wright will preside over the "Question Box," which has been a successful feature of the Michigan conventions in past years and, in addition, will give a brief talk on "What the Michigan Association has done for the retail hardware men of that State." Mr. Wright's presence will be greatly appreciated by the officers and delegates.

Another visitor who may be on hand is John Holley Bradish, Batavia, N.Y., vice-president of the New York State Retail Hardware Association, and manager of a trade exhibition to be given under the auspices of that body during its sixth annual convention to be held at Buffalo on Feb. 18 to 22, the week following the convention in Toronto.

JOBBER ENDORSES ORGANIZATION

T. James Fernley, secretary-treasurer of the National Wholesale Hardware Association, in a recent address upon "What Advantages Can be Obtained Through Co-operation in Trade?" referred to the extent of association work with nearly every branch of trade having its meetings and conventions, where its interests are discussed. In the nineteenth century the prevailing motto was "competition is the life of trade." In the twentieth century the motto has been changed to "co-operation is the life of trade."

It is up to the manufacturer to protect the quality of his goods through co-operation and proper protection of the distributors of his product, instead of relying upon price as the means of affording him a market.

It is the duty of the jobber to ask the manufacturer to protect him in the proper marketing of his goods through liberal inducements and an inflexible quality, which is always necessary for the standardization of good products.

In these days of strenuous competition there are many hot questions that keep associations active. It is the province of associations to keep as nearly as possible within the bounds of questions easily solved. There is the question of cost of doing business, which is of vital importance to both jobbers and manufacturers. He said the hardware jobber had found that 15 per cent. was the average cost of doing business, while the retailers placed 20 per cent. as their cost.

The educational influence of associations is primarily essential to their proper conduct and maintenance. One of the most important functions of association work is the elimination as far as possible of the abuses that have crept into the trade. Before the advent of associations the manufacturer was placed at a disadvantage when he desired to find out whether a certain policy he desired to pursue was proper. He had to canvass the entire country and get a majority opinion from the people he was dealing with. Now he simply consults with the officers of the associations representing the trade or trades in which he is engaged as a producer of goods.

There is also a moral obligation resting upon the shoulders of the jobbers. The manufacturer who stands by the jobber is entitled to support. Don't pass resolutions and end it there. What they want is orders, not resolutions and sympathy.

Referring to the question of cash discount, Mr. Fernley stated that he had sent out a large number of letters asking manufacturers to allow 2 per cent. 10 days' discount and had received so far forty-five replies acquiescing in his request. He had also received many complaints that jobbers were taking the discount after the time limit had expired. He said the jobber taking the discount should see to it that he was within the time limit or cease taking the discount. He advised every manufacturer allowing such discount to send back dilatory cheques and refuse to allow the per cent. after the expiration of the ten days. It is the duty of the association of manufacturers to see to it that the discount rule is lived up to and back up its members in their demands for a vigorous enforcement of the rule.

SECRETARY'S FINANCIAL REPORT.

The following statement shows the money received by the secretary from Jan. 1 to Dec. 31, 1907:

Received on membership fees	$414.
Received by collection department	50.
Total receipts	$464.
Paid over to treasurer	$464.

TREASURER'S REPORT.

Receipts—

To cash balance, Dec. 31, 1906	$ 59.30
To membership fees received	414.00
To collection department fees	50.00
	$523.30

Disbursements—

By expenses, secretary's office	$103.70
By executive traveling expenses	110.85
By job printing	104.49
By organizer's expenses	68.00
By honorarium to secretary	50.00
By hall rent	8.00
By legal expenses	5.00
	$450.04
Cash on hand, Dec. 31, 1907	73.26
	$523.30

STANDING OF ASSOCIATION.

Assets—

To cash on hand, Dec. 31, 1907	$73.26
To saleable stock on hand	30.00
	$103.26

Liabilities—
None.

Audited and found correct, Jan. 30, 1908.

J. W. PEACOCK,
C. F. MOOREHOUSE,
Auditors.

COMPLIMENTARY DINNER.

Invitations have been sent to all members of the Ontario association by H. S. Howland Sons & Co., Limited, Toronto, to attend a complimentary dinner to be tendered the officers and members of the association by that firm at

McConkey's Restaurant, at 7.30 p.m., Wednesday, Feb. 12, the first evening of the convention.

In 1906 and 1907 Col. J. B. MacLean, of the MacLean Publishing Company, entertained the delegates but this year H. S. Howland Sons and Company expressed a desire to do the honors.

As on previous occasions the dinner will be an informal one, ordinary business dress being the rule, the aim being to make the occasion one where hardwaremen can get together in good fellowship, forgetting all trade differences in a common desire to develop a feeling of brotherhood without which no trade or organization can hope to succeed.

AMENDMENTS TO CONSTITUTION.

Notice has been given that at the annual meeting in February motion will be made that the constitution be amended, providing for the holding of the annual convention at some date between January 1 and March 15, at the call of the executive committee, rather than on the second Tuesday in March, as the constitution now provides.

Notice has also been given that motion will be made amending the constitution providing for amendments being made at the annual meeting by a two-thirds vote without the four weeks' notice now called for by the constitution.

ARGUMENTS AGAINST PARCELS POST.

J. Kornely, Milwaukee, president of the Wisconsin Retail Hardware Association, has written a letter to the U. S. Postmaster-General Meyer, in which he presents a number of arguments against that official's proposed parcels post legislation. We give the following extracts from Mr. Kornely's communication :

The object that you allege to attain is the good of the farmers. As the farmer is the consumer, the proposition is a fruitless one, because you make the farmer pay directly on the goods bought and indirectly by taxes to sustain the carrier business.

If the parcels post would be regulated according to distance, so that the farmer would pay proportionately the same cost of carrying from the village to his farm that he would have to pay from New York to his farm in Wisconsin there would be nothing dishonest or foolish about the transaction, and yet it would be unbusinesslike. The queer part of the transaction is the charging of the same rates for 1 mile and 4,000 miles, which is a violation of every business principle, and if a man were to go into the freight business on that plan he would be stamped as a swindler or a fool.

The carrying of freight is purely a commercial enterprise differing in principle from the carrying of communications, news and intelligence among the people and between our people and foreign countries, in the form of mail. Once the territory of legitimate commerce is invaded the liberty and independence of the citizen is trespassed upon, and the liberty and independence of the country proportionately destroyed.

Another feature would be the confusion in prices, the farmer receiving his goods at home paying more than his neighbor who purchased in town. Besides, it seems, there must be the additional expense of packing to be charged against the consumer. As neighbors exchange gossip over teacups the variable prices of their local dealer would be gone into and a resolution easily voted to give their trade to some concern a thousand miles away to spite the local dealer.

Another problem would be the disadvantage of selecting the kind of goods and the prices of the goods desired, which could not be done unless the local dealer got out a large catalogue of everything that he carried and furnished it to the farmer. In this way the farmers would obtain a library of confused prices and descriptions, which in time would bring them disappointment and disgust, and would greatly add to the expense of the local dealer.

If the Post Office Department desires to give relief to the entire people it should reduce the rate of postage on sealed matter to one cent per ounce. There is no more trouble in handling a sealed letter than an unsealed one and it weighs less on the average. Therefore, let us have a one-cent rate.

If trade is left in its natural channels, unhampered in localities by law, and not subsidized in other places by misappropriated taxes upon the people, the small trader will have an equal chance with catalogue houses to make an honest living; otherwise, the money will be drained from the small localities to the catalogue house, and the locality, as such, becomes impoverished and our peasantry degenerate. Any one who has studied the question of absentee landlordism will readily see the national calamity to which the proposition leads. The destruction of the small trader and the country village is worse, perhaps, than race suicide. After his picture of sweet Auburn, in the "Deserted Village," Goldsmith puts the argument in its strongest form :

Ill fares the land to hastening ills a prey,
Where wealth accumulates and men decay;
Princes and lords may flourish or may fade,
A breath can make them, as a breath has made;
But a bold peasantry, their country's pride,
When once destroyed, can never be supplied.

ADOPT THE CASH SYSTEM.

A recent newspaper dispatch from Winnipeg says: "It would almost look as though the farmers in the country having run up bills with the country stores, when they do get some money, instead of paying off their debts, send it in to Eaton's and order their goods by mail. If this is the case the country store keepers must be having a bad time and should remodel their businesses, refusing to give so much credit and getting down more to a cash basis.

To show how some stores in Winnipeg are at present doing business we quote an incident that happened two days ago. An article was examined and the price was quoted $15. The customer said, "I am afraid that is too much, I could not give more than $12," whereupon the salesman said, "It is yours." Now, other years this could not possibly have happened. It has always been the other way about—more customers than goods."

The above is interesting reading and suggests several comments. As to the giving of credit it is certain that many Western hardwaremen have taken the advice so often given in these columns and have established the cash system, insisting that customers pay up their old accounts before new goods can be procured. If all had done this, however, the amount of money sent to the mail order houses would have been much less than it was. No merchant with backbone will continue to give credit to customers who send their cash to the catalogue houses.

Another phase of the question is the fact that a correspondent reports that the big store in question did a large trade in very cheap stuff, but fell below last year's record on good lines and discharged 800 employes the day after Christmas, while other firms are straining every nerve to keep as many employed as possible.

NO RAILWAY CERTIFICATES.

As several members have enquired regarding railway rates to next week's convention, it may be repeated that single fare rates are obtainable on all railways coming to Toronto on Feb. 11 or 12 and returning up to Feb. 15. No certificates will be required.

NEW MEMBERS ENROLLED.

An encouraging enrollment of new members has been made during the past week, Eastern Ontario being well represented. The towns represented include Kingston, Prescott, Sunderland, Inwood, Orangeville, Exeter, Elmira and Hanover.

Seventeen new firms have also forwarded orders for the set of collection forms supplied to members for the sum of $1. This department of the association work has been a great success.

At last year's convention about thirty firms enrolled and from reports of those likely to attend there will not only be a record attendance but a record enrollment of new members at the convention.

THE QUESTION BOX.

Additional suggestions of topics for discussion in the "Question Box" at next week's convention include :

"How can ladies be attracted to the hardware store ?"

"What is the best method of keeping track of goods in stock ?"

Progressive Retailing

Suggestive Plans for the Keeping of a Store Up to date—How the Doctrine of "Show Me" can be applied to advantage.

A quarter of a century ago hardware establishments were more the workshops of mechanics than the modern and roomy places of business which are designated by that name to-day. Even the young boys can remember changes and improvements in the business methods of the successful hardware merchant that have taken place during the last few years. The modern store is fitted with hardwood floors, roomy, as well as showy silent salesmen, is well lighted and contains a stock which varies more than any other business devoted to the display of one branch of trade, and in the up-to-date store, stock is divided into departments and is kept by itself.

Where such a large variance is in evidence, it is important that the stock should be kept in its own department and in no other store should the point be more thoroughly attended to than in the hardware business.

Methods of Successful Firms.

The growth of many firms during the past few years speaks well of the methods and management in the retail stores of to-day. The methods in use by these firms vary, but generally can be described in the words of a Toronto hardwareman, who, when asked to account for his success, replied in the following sentence: "We pay good wages, we give no credit, and we advertise intelligently." A hard line to follow, some say, but it is generally acceded that the man who can earn a substantial income is of far more worth to the business house than an employe who only works because he must have money for his pleasure and excesses, and who is content to remain permanently a subordinate. To do business on a strictly cash basis is also just as easy, for when a firm starts this method it is at once evident that the stock is newer and of better quality than can possibly be handled by the merchant who buys and sells on a credit basis.

Successful Advertising.

There are several ways in which a retailer may advertise and some merchants have adopted a system which embraces several styles of advertising that cannot fail to bear results. A few methods adopted by these firms are: Through the medium of the daily papers, by carefully prepared circular letters, and by attractive windows and well arranged stocks. Each of these methods is good and though the first two methods are advantageous, the third is absolutely necessary if a firm expects any kind of success and by the up-to-date business man it is carried out with the greatest care. The dressing of windows and show cases is generally attended to by the chief clerk or by a special man.

Place Confidence in Subordinates.

This is another important point from the standpoint of the merchant. Make few promises to clerks, but at all costs keep them, for confidence thus abused cannot fail to fall back on the head of the department in the long run and nothing that can be done will bring back the confidence thus lost. Treat subordinates like animals and they will work while you have your eyes on them, but treat them with respect and place enough confidence in them to make each feel his position, and in the vast majority of cases it will be found that your subordinates will work with their sleeves rolled up in your interests, and get along quite as well in your absence as when you are present.

If the proprietor is as he should be—the real business head of the firm—he will surround himself with subordinates who are "live" enough to have the firm's interests at heart, and the clerks can show him in quick order whether their thoughts are on his business or whether they are thinking of last night's dissipation. The public will soon recognize if the firm's employes are trying to get along and be up-to-date or if they are cheap, saucy weaklings who draw poor pay and don't earn what they get and in the latter case will be tempted to go to some firm where nothing is a bother and where they are courteously received by the clerks.

Do Not Misplace Ability.

Misplaced ability is common and though by training a man can fit himself for his work, it is important that work should "fit" him, as when once started, well, quitters are not popular, and if a man would be a success he must have ability and in addition he must be thoroughly interested in his work and in the interests of his employer. In this respect the proprietor or the manager of a firm can show his ability by carefully picking out subordinates from the lists of candidates who constantly seek situations with their firm. A man must necessarily know the methods of bookkeeping before he can be trusted with the firm's accounts and so must each employe become familiar with his work before he is given a more responsible position. The manager of a large firm in Toronto says that only one out of ten of the young men he takes on at his store "make good." By this he does not mean that they cannot hold down the subordinate positions, but that they do not give their work the thought and industry necessary to show him their worth. This same man is one of the biggest employers in Ontario and his methods of dealing with the men are much appreciated. A man is seldom discharged, in fact the foremen have no power to discharge the men, but if they do not do good work they are laid off for a time varying from a day to one week, and if this does not do they are again laid off, but never discharged. This method works well and the men appreciate the fact that their employer is looking after their interests and consequently work their best. Another firm is very careful of the physical needs of all employes, hence if a man's eyes are poor he works beside a large window, or near a light, and if sick, the firm's doctor waits on him free of charge. The best firms employ many such methods for the care of employes, and we do not know of a case where they receive careful consideration which does not bear results.

Prolonged Service an Asset.

Did you ever consider that the longer a man remains in your employ, provided he knows his business, the more valuable he becomes. In speaking of this, we refer to a man who has worked in the one department of a hardware establishment for a period of twenty-five years. This man is thoroughly competent and understands the goods in his charge better—his employer admits it—than the man who owns the business. In speaking of this same man the employer refers to the fact that his salary is an investment made by the firm which pays handsome returns. It is true that men of this calibre are scarce, but when a firm gets the right man for the right place he should be retained as long as possible, for if lost he can only be replaced after a considerable time, as the practical man has to undergo a training of many years before he can be styled first-class.

To Display Stock.

This is a business matter which should be given careful attention, especially in a hardware store, where the stock includes so many lines. The Bennett box system has been universally adopted of late years and the method for displaying samples and stock is recognized as the best on the market. Cutlery can be exhibited best from a glass show case, and electric and gas fixtures, where handled, can be tastily arranged on the ceiling and walls in a portion of the shop devoted to their display. During holiday seasons an excellent plan is to place seasonable wares on tables and shelves where they may be examined by prospective buyers in quest of gifts. The model hardware store also has a paint department, and lines of stoves and sporting goods, which occupy prominent positions in the store, each in the particular season in which they are demanded by the public. A mistake frequently made by the hardwareman is to keep his stoves in a prominent position during the summer months and in letting his paint department have space which might be used to advantage during the cold weather. The hardware stocks do not all sell in one season and as a line becomes seasonable place it in a suggestive position in the store. The space

for this may be arranged by storing unseasonable wares.

The Art of Stock Buying.

Nearly every merchant or firm's buyer has methods of his own for the purchase of new stock, and many methods, according to their inventors, have been found to work with satisfactory results. A few years ago, if a traveler offered goods at say $1 a dozen, he would probably get an order for a dozen, but if he offered the article at 95c a dozen by the gross, he was in many cases enabled to sell a whole gross. This method has, however, gone out of date, as by buying an article by the dozen, lines are quickly cleaned out and the buyer has funds for the good things which occasionally come his way.

Selling Off Slow Stock.

As every business man knows, stock will accumulate, and though this is not so important from the standpoint of the hardwareman, it is true to a certain extent, for the reason that articles such as door knobs are constantly being improved. Hence, it is necessary to sometimes place on sale such articles as get damaged or are in danger of getting old-fashioned, and clearing out the stocks to admit newer goods.

Outside Appearance.

Where a man has a comfortable, well-stocked store he is not likely to forget the appearance of his place of business on the outside, but sometimes it is neglected. Brass name plates are very common, and where used present a slovenly appearance if not carefully polished. In the same sense the show windows may cause a poor impression if they are not carefully cleaned before they are dressed.

The poor business man remarks that he does not own the building, so will not have it painted, and he sells paint, expects people to come to him to buy an article which he himself scorns to use. His method is wrong and we think his kind is scarce, for the appearance of a place of business is as important from the outside as it is in the main section of the store, and if the windows and plates are dirty and the paint is peeling off the arches an unfavorable impression is sure to result.

The man who takes the position of being "from Missouri," and rewards his clerks for "showing him," will surround himself in a short time with efficient clerks to "show" the people, and up-to-date stocks to sell them, and the business increase which cannot fail to result, will be his reward.

NEW PICTON FIRM.

Milton Adams, who for the past year has been the representative of Lewis Bros., Montreal, in Western Ontario, has entered into partnership with A. E. Vandusen of Picton, and purchased the tinware, plumbing and hardware business so long conducted by I. N. Waite, in Picton.

Mr. Adams is a native of Picton. As a boy he entered the employ of H. Welbanks, a former hardware merchant of that town, where he remained for two years. For the next fourteen he was in the employ of R. Hadden, of Picton, passing through all the departments of the business from errand boy to salesman and bookkeeper. In 1906 he accepted a situation as head salesman in the hardware store of A. W. Moore, St. Catharines, where he remained for a few months until he resigned and accepted a position on the road for Lewis Bros. Mr. Adams has for a number of years been connected with the Canadian militia, and at the present time is senior captain of the 16th Prince Edward Regiment. He holds field officer's and equitation certificates, and will shortly be promoted to major in this corps.

A. E. Vandusen is a young man who has been a lifelong resident of Prince Edward County, having spent all his life on a farm a few miles out of Picton. For a few years past he has been successfully engaged in the manufacture of motor boats and gasoline launches.



MILTON ADAMS, PICTON.

Another of Lewis Bros.' Travelers Who Has Gone Into the Retail Business.

WHO READS TRADE NEWSPAPERS?

How to Keep in Touch With Progress in Various Departments of Business.

If you were to be appointed to a responsible position in railroad administration or in a manufacturing industry, where would you go for information about the latest equipment and methods? You would turn immediately to the trade press publications dealing with the transportation or manufacturing industry concerned. In this great country of invention and development nothing is fixed. Equipments and materials of to-day are constantly being replaced by those of more efficiency and economy. In one of the great steel plants in Pittsburg new installation and machinery costing hundreds of thousands of dollars was replaced in less than two years by even more expensive equipment, but which produced a better product at less expense. Whatever one may know of the mechanics of any business or industry of one year ago, he could not be depended upon to undertake any important enterprise on such a knowledge.

In business life to-day we find two methods of keeping in touch with progress. There are business and trade organizations, local and national, which deal with many of the general problems for advancement. The other factor is the trade press. This class of publications has grown in recent years from meagre trade reports to the largest periodicals of the world, giving the latest scientific and trade news and amounting to practically complete showing of equipment for the industries concerned through advertising pages.

After a tour through the United States, Sir Alfred Harmsworth said of the American newspapers: "Apparently sin is news, but what of the great industries and enterprises of your country?" He could find his answer in the trade press publications which now ably represent every commercial and industrial interest.

The second annual convention of the National Federation of Trade Press Associations has just taken place. There are in all over two hundred and fifty publications which deal with the professional, transportation, manufacturing, commercial and financial interests of the United States, and about fifty in Canada. These constitute the text-books from the first grade to the universities of the great business life of this country.

Who reads these trade press publications? Those who are foremost in the management of the railroads, the cotton and woolen mills, iron and steel industries, electrical and mechanical shops the mammoth wholesale and retail food products and dry goods establishments, and all banking institutions. They must have the latest news of, they must know what is being done and what the world affords. The heads of all departments will fail to meet the responsibilities placed upon them if they, too, are not well posted and aggressive in their methods. The ambitious workman of to-day will be the proprietor of tomorrow. He, too, must look to his text books—the trade press publications—for the broad knowledge of conditions outside of his own environment.

Among the questions which are frequently asked applicants for positions as teachers are these: Are you taking any educational journals? If so, how many? In some instances a certain number of points are given for favorable answers to these questions. Similar questions apply equally well as an indication of the enterprise and efficiency of workmen, foremen, superintendents, executive officers, and the heads of firms, in printing as in all other lines.

The United States could not have reached the high degree of development in medicine, architecture, music, business, manufacturing and transportation without the leadership of the trade press. With the certainty of still further specialization in all lines, the trade press will be of correspondingly greater importance. Whatever the developments in any line, there is a similar evolution in printing. More than any other artisan, the printer must keep in touch with progress through his trade publications because printing is the dynamic radiating force of the social, educational and business life of to-day.

Some men resemble goats, they can't help butting in.

Sporting Goods Department

Some Practical Suggestions regarding this Money-making End of the Retail Hardware Business.

Every retail merchant knows, or should know, the value of taking time by the forelock in the selection and ordering of his goods. The man who is a victim to the great fault of procrastination, and puts off his preparations for a certain season's special trade with the lame excuse that there is plenty of time "later on," is the man who gets woefully left when that season does arrive. As a financier plans out his strategic moves on the great monetary chess board long before he actually starts the game, so a retailer should have his ideas mapped out to meet the different phases of his trade long before those phases arrive. The ordering of stock is not to be lightly, or quickly done, if successful trading is desired. The merchant must first of all decide on what particular lines to carry, and whether it would be wise to push any article which he may not have previously stocked, but which the trend of popular inclination seems now to warrant attention. Branching out into fresh directions is wise policy, but one full of pitfalls to the careless buyer. A careful review of the previous year's trading, a thoughtful probing of the ever-altering inclinations of the district for which he caters, and a consideration of that itinerant summer trade which country retailers especially command, should give the dealer all the pointers necessary in planning out his campaign.

* * *

Having arrived at this satisfactory stage, the progressive man takes the earliest opportunity of placing his orders with his jobbers, so that he shall be among the first supplied. Here lies the great value of our remark as to taking time by the forelock. Goods cannot be secured by return of post. Very few dealers but had cause to complain of the transportation delays of last year. The elapse of three weeks, or a month between the despatching of the goods, and their arrival at the proper destination, was a common occurrence. There is nothing to warrant the hope that the transportation facilities of the country will be any freer from those annoying delays during the present year. In addition we have the general opinion of jobbers that owing to manufacturers curtailing to some extent their production, there is every possibility of a shortage in a good many lines. This, therefore, makes it incumbent upon the retailer to order early; and if at the same time he wishes to order wisely, there must be no procrastination.

It may seem a little previous to talk of the spring sporting demand, when the puck has hardly started to fly about the ice, and the varnish on the toboggans and sleds shows but slight traces of wear; but time goes quickly. One season's supply is ordered long before the demand on the previous one is over, and what little interval there is between the two, is none too long for the retailer to plan out the extent and character of his buying. Now is the time, therefore, for the merchant to fix his attention on the sporting lines he means to carry when the snow disappears, and the baseballers, the boating men, the fishermen, and the great community of athletes generally are eager to begin operations. During these long winter nights, the merchant can set his inventive mind to work as to how he can best exploit the probable sporting trade in his district. He can evolve various ideas of advertising, striking and novel forms of circulars, attractive ideas of window displays, how to secure a hold upon various club organizations, and may be to combine business and pleasure by fostering the athletic enthusiasm of his district. There are hundreds of ways a dealer can push his sporting trade if he only takes the trouble to sit down, and think them out quietly.

* * *

Perhaps there was some talk last year of forming a baseball, lacrosse, boating or tennis club. Well ! He may have a room which would suit these enthusiasts as a club room, or some ideas which would help forward the project. Perhaps some have expressed the resolve to go camping this summer. If so, tents and cooking utensils will be wanted. Rifle and revolver clubs are increasing in favor all over the country, it may be that the dealer could set the ball rolling, or shall we say, get the ball fired, by suggesting the idea of such a club, either by a prompter in his window, or by a circular. Be well prepared, too, for the fishing demand. Rods, lines, cans, waterproofs, will all be wanted, and do not lose a customer by not having the goods in stock. He will not send you a postal card three weeks before announcing his intending visit to the store. Remember what lines went best last year, and if indications point to a continuance of the popularity of the particular sport concerned, order from the jobbers accordingly.

* * *

A store may be located in a place rapidly coming into favor as a summer resort, or as a starting point for some up-country one. The demand here for sporting goods will probably be an increasing one, especially if the retailer shows that he carries the goods required. If the store be situated near a main road there is another good and growing demand to cater for, and that is in auto supplies. Every year sees an increase in the number of cars that traverse the country, and the autoist knows to his cost, the many little accidents that occur on the road, and the replenishing that he needs when on a long journey. An elaborate mechanical shop is not necessary, nor an extensive capital, to supply spark plugs, various tools, and to be able to replenish batteries. The dealer who noticed an increasing number of autos pass his door last year, should be wise enough to take the hint. The fact that he carries such a line is soon disseminated among the votaries of the sport, and his store reckoned in when the schedule of a journey is being fixed.

* * *

A retailer should always be on the lookout for any novelty that may appear on the market. The handy little baseball game scorer, which can be so easily carried in the pocket; the Daisy cork rifle toy, which, worked by compressed air, offers amusement to young and old, are good selling articles. Another line which is rapidly coming into favor is that of sporting statuary. These ornamental bronze figures, representing various forms of sport, such as a baseballer in the act of striking; a footballer in the act of kicking the ball, and so on, make good prizes at sporting contests, handsome additions to club premises, and beside tend to help in the decoration of a sporting window.

RAZOR BLADE SKATES.

The accompanying illustration shows one of a new line of German skates being introduced on the Canadian market for next season by Thomas B. Lee, 30 Front street east, Toronto, who is making a specialty of jobbing high-priced cutlery and skates, he finding that the trade is demanding goods of quality, on which a fair margin of profit can be secured. The skate is made to Mr. Lee's pattern by Edward Engels, Remscheid, Germany, and is known as the "Razor Blade," being hand forged Sheffield steel, finely made, and sold under a guarantee. At Mr. Lee's sample rooms a large variety of English, French and German cutlery and German skates is exhibited.



Razor Blade Skate.

HARDWARE TRADE GOSSIP

Ontario.

Mrs. J. Miller, wife of J. Miller, secretary-treasurer of the Bond Hardware Co., Guelph, died suddenly, early this week.

William Christie, father of Christie Bros. & Co., hardware merchants, Owen Sound, died suddenly at that place on January 30.

R. G. Bruce, brother of R. J. Bruce, hardware merchant, Toronto Junction, has joined the traveling staff of the Kennedy Hardware Company, Toronto.

John J. McCarthy, representing the Main Belting Co., Philadelphia, was in Toronto last week. The Main Belting Co. contemplates opening a Canadian branch in Toronto in the near future.

George Allan, Burlington, Ont., one of the oldest hardware merchants in that section of the province, has disposed of his hardware business, his nephew, J. S. Allan, being the purchaser.

John Wood, of Chicago, fifteen years ago a hardware merchant at Erin, Ont., died this week. He came to Toronto twelve years ago, and six years later moved to Lucknow, where Mrs. Wood died. He had lived in Chicago about four years. Pneumonia was the cause of death. A son and daughter survive.

W. F. Mosey, formerly with his father J. G. Mosey, hardware merchant, Blyth, and more recently with J. F. Cairns, Saskatoon, has been spending a few weeks in Ontario, returning to Saskatoon this week. Mr. Mosey called on Hardware and Metal while in Toronto. For the past year he has been a partner in the Hub Cornice and Roofing Works, Saskatoon, and has had some large metal working contracts in the country surrounding the "Hub" city, one of the largest, however, being the Saskatoon court house, the figure for which was $1,350.

Quebec.

Galaneau & Co., hardware merchants, Montreal, have assigned, with liabilities amounting to about $7,000.

Peter McNamee, moulder in the Montreal Steel Works, who recently jumped into the Lachine Canal and saved a child from drowning, has been presented by the company with a purse of gold to mark his gallant conduct. McNamee's fellow workmen have also started a subscription to obtain a medal for him.

A. Galarneau & Co., hardware merchants, Montreal, have gone into liquidation at the request of Pierre Dufresne, accountant, whose claim amounts to $252. The liabilities amount to $7,000 and the principal creditors are Buck Stove, $1,012; Canadian Store Furniture, $919; Davidson Manf. Company, $1,162; Howard & Cowan, $1,200; Le Canada, $541, and the Record Foundry, $449.

Western Canada.

D. E. Humbke, hardware and furniture dealer at Rosenroll, Alta., has made a voluntary assignment.

E. G. Hess has purchased the bankrupt hardware business of Quinton & Cruickshanks, Balcarres, Sask.

Frank Drew, a well known insurance agent at Winnipeg, suicided on Feb. 6, leaving a note saying he feared he was about to become a victim of epilepsy. He is the son of James Drew, of the Gurney Foundry, one of the old-timers and prominent business men of the city. The family came from London, Ont., to Winnipeg. The dead man was a famous athlete and member of the Rover hockey team of western fame. He went to a hotel, wrote a pathetic note to his young wife and father, and blew out his brains.

Great Britain.

Eley Bros., Ltd., Birmingham, Eng. have just introduced an improved form of cordite to be used for the loading of .303 and all other express cartridges of .475 bore and under. The new explosive is to be known by the name of "modite." It is of special composition and is in the tape or strip form.

EXHIBITS AT CONVENTION.

The Guelph Stove Company and S F. Bowser & Co., Toronto, intend to make exhibits in the Palmer House sample rooms, Toronto, next week, for the benefit of visiting delegates to the Retail Hardware Convention. The discussion last year on oil tanks has encouraged the latter firm to make a display this year.

The Dover Mfg. Company, manufacturers of asbestos sad irons, expected to send over an exhibit, but have decided not to do so at this convention.

MONTREAL HARDWARE MARKETS.

Montreal, Feb. 7.—January's business compares favorably with the trade of the same month in past years and as a result the jobbers and manufacturers consider the outlook for a prosperous season favorably. The snowstorms of the past week have demoralized business for the time being and in the city and surrounding district roads are blocked by the large fall of snow, which has also demoralized the railroads.

Factories are working full time again and as a result large stocks of hardware are rapidly accumulating. At present it is considered probable that the full force of spring delivery will not be felt until well on in March, a contrast to last year, when delivery started in January.

Building Hardware and Supplies—The scarcity of some lines late last fall has been removed and large stocks of all varieties await the return of spring. The market is firm and the demand is steady. Reports from the province of Quebec and the Maritime Provinces concerning the amount of building which will be done this year are favorable to the sale of large quantities of these goods.

Nails—Cutting is still going on with a large stock in the market. We quote a normal price of from $2.30 to $2.35.

Lumbermen's Supplies—The demand is still slow and prices remain firm. The snow will add to the demand, but prospects for an average call are considered unfavorable. Prices are unchanged.

Railroad Supplies—Construction work is still being maintained, a steady demand exists at present for rail, track bolts, ties, hammers, crossbars, blasting powder, etc. Prices unchanged.

Bolts and Nuts—Varieties used for railroad construction work are in demand, other lines are lifeless at present. Quotations are unchanged.

Shot—Sorting-up orders continue to be the main feature of the trade. Orders for spring delivery are expected to start coming in the near future.

Screws—Booking has received a start and orders for spring delivery are beginning to appear. Makers have not yet caught up with back orders, and if the market suddenly resumes normal proportions, another scarcity will be the result.

A NEW BLUE-BLACK IRON PAINT.

At the recent meeting of the Iron and Steel Institute at Vienna, J. R. Carulla described a new blue-black paint as a protective covering. The blue-black precipitate obtained by the new process is magnetic, showing it to be Fe_3O_4, and is a valuable addition to the list of pigments which can be employed with advantage for the protection of structural work. A plant has now been put up in England to work the process.

BOARDS OF TRADE CONVENTION.

Representatives of the various Boards of Trade of Southern Alberta met in Lethbridge last week and formed a new organization known as "The Southern Alberta Boards of Trade," to deal with those problems which particularly affect the people of the southern part of the Sunshine Province.

Mayor Henderson, of Lethbridge, extended a cordial welcome to the delegates and emphasized the importance of forming a strong organization to advance the interests of Southern Alberta. He hoped that arrangements would be made for annual gatherings.

The Magrath Board of Trade introduced a resolution petitioning the members of the Government of Alberta to establish the proposed Provincial Agricultural College at Magrath, supporting their contention with facts as to the satisfactory position of their town as a site for the college, in that wheat and beet raising, both with and without irrigation, had been carried on for some years in that locality.

The resolution, which was championed by D. H. Elton and other speakers from Magrath, provoked a lively discussion. Several other districts presented their claims, but delegates from Lethbridge and Raymond supported the ambitions of Magrath and the resolution was finally adopted by an unanimous vote.

A constitution was adopted after some discussion, and it was decided that the annual meetings of the association shall be held on January 2nd.

SITUATION VACANT.

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

HARDWARE AND METAL

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RETAIL ORGANIZATION.

The organizing of different branches of retail trade has brought a better feeling among the members of the trade and in addition a greater profit from their work. The resultant prosperity has not been from a combination to keep prices on a high level, for whenever a fictitious valuation has been established the organization is foredoomed. The advantage has been in a better understanding amongst competing merchants and more intelligent merchandizing resulting from an exchange of ideas at the trade conventions. Another source of profit is the moral effect a retail organization has upon manufacturers or jobbers who are inclined to indulge in selling to non-tradesmen. More care will be exercised when it is realized that a large section of the retail trade is organized to protect itself against unfair competition.

The retail hardwaremen of Ontario have had two years' experience with a trade organization and they must feel well satisfied with the results. The world has not been turned upside down, the jobbers are still in business, some price-cutting still exists and many of the "big" retailers in the large cities are still holding aloof from the organization but on the other hand some satisfactory results have been achieved through organization and the sane and conservative methods adopted by the association officials have won for the organization the respect of the jobbers and manufacturers and is steadily winning the support of retailers who have withheld their support until the permanency of the organization is assured.

An organization that can survive the criticism and uncertainty of the first two years, besides accomplishing practical results to merit general approval and, in addition, can show a substantial balance in its treasury is reasonably certain to steer clear of dangerous rocks in the future.

Consequently there should be no further hesitancy on the part of doubting ones. Rather should the men of wider experience in the trade step forward, attend the convention in Toronto next week and if a favorable impression is secured, agree to take their share of the executive work of the association.

The Ontario Retail Hardware Association has passed its period of infancy. It is now a vigorous youngster with every prospect of a long and useful career. Its future usefulness, however, is just what the men in the trade make it. Large retailers and smaller dealers, members and non-members, all who believe that men intelligently organized can get along more profitably than if unorganized, must share alike the responsibility of the association's future.

The officers for 1907 will make their report at the convention next week. May the officers for 1908 be able to present an even better report a year hence. And may the gathering next week be the largest in the history of the association as everything now indicates.

LARGE EXPENDITURES DURING 1908.

A canvass of the financial institutions in Montreal last week revealed that fully $100,000,000 will be spent in Canada this year in legitimate development work by the large railway and industrial corporations.

The Canadian Pacific, for instance, expects to realize from twenty to twenty-five millions for new branch lines, etc., from the sale of a new stock issue and the sale of debentures. Then, the Grand Trunk Pacific is expected to spend another twenty millions, and the Canadian Northern Railway ten millions more. The Dominion Government is also engaged in constructing sections of the Grand Trunk Pacific, which, it is estimated, will entail an expenditure of another twenty millions.

Add to this the necessary expenditures of the various municipalities, street railway companies, industrial corporations, etc., and another twenty-five millions will be a conservative estimate to add, making a total of upwards of a hundred millions, without including any of the proceeds of the grain, lumber, pulp and other commodities going into export.

The greater the expenditure on railway development the larger the producing power of the country becomes and with the free lands in the western States all taken up, the tide of immigration must continue to flow into the rich undeveloped areas in northern and western Canada. As each immigrant who takes up land at once becomes a producer he contributes to the rapidly growing wealth of the country.

Considering these facts, Canadian bankers consider that there is no reason why Canada should be influenced by the depression in the States, and their opinions should do much to encourage those who take a gloomy view of the prospects for the coming year.

HAMILTON'S BIG INDUSTRY.

Interesting is the history of the Hamilton Steel & Iron Company. Originally promoted by Toronto men to help Toronto industrially, the Ambitious City at the head of Lake Ontario secured the industry through the short-sighted action of the lodge politicians who controlled Toronto's municipal government.

Senator Robert Jaffray, speaking to a representative of this paper this week, told how he had about ten years ago become interested in a process of iron making in Quebec Province and had learned that some United States investors proposed establishing a blast furnace in Canada. He endeavored to induce them to locate in Toronto and succeeded in interesting them. A small site on Ashbridge's Marsh was selected, and for a bonus of $50,000 Toronto could have secured the industry. The City Council, headed by R. J. Fleming, now manager of the Toronto Street Railway, were indifferent, however, and Hamilton seized the opportunity.

The blast furnace went to the Ambitious City and numerous other manufacturers desiring to locate where iron is obtainable at first cost, have also chosen Hamilton for their headquarters. Only a fortnight ago another steel industry looking for a site said: "We'll go to Hamilton" for that reason.

Hamilton deserves its reputation for enterprise and progressiveness, and its big jump forward during the past ten years is largely due to the far seeing

action of the Council of a decade ago in encouraging the blast furnaces to select a site on the shores of Burlington Bay. They have reason also to congratulate themselves upon the success of the Iron & Steel Company, which, out of its earnings has doubled the size of its plant recently, besides increasing its capitalization from one and a half to five million, shareholders receiving three shares where they formerly held one. Government bounties and protective legislation undoubtedly helped in building up the industry, but good business management has also been an important factor.

Toronto, after a decade, is again negotiating for another iron and steel industry, the Mackenzie & Mann interests having asked for a site at Ashbridge's Bay many times larger than could have secured the blast furnaces that went to Hamilton. Will Toronto learn by Hamilton's experience, will it pay the higher price now demanded by the blast furnace promoters, or will the city again allow such a pivotal industry to slip by and build up some other manufacturing

KEEP INFORMED.

Knowledge is power, therefore, get knowledge. Many people realize this, yet few put it into practice. The merchant who fails to keep posted on trade conditions and trade doings, is losing power and losing money at the same time. In this connection, there are two sources of information which a dealer should never neglect—the commercial traveler and the trade newspaper. The dealer is prone to consider the first-named as a personage from whom he must, perforce, buy goods, and the second as a necessary sort of evil, costing a dollar or more a year. Such a mistake! Dealers should get value out of both traveler and trade paper. Consider them as servants and derive as much information and assistance from them as is possible.

A MERCHANTS' CLEARING HOUSE

A plan for a "commercial clearing house," an institution through which business houses may settle their debts and collect their bills among themselves without recourse to the banks, has been launched by the Chicago Creditmen's Association.

Representatives of three hundred and fifty large business houses have enthusiastically endorsed the proposal and a special committee has been appointed to make an investigation with a view to devising ways and means to put the plan into operation.

The plan is simply the adaptation of the "bankers' clearing house system" to the needs of mercantile affairs. Large mercantile houses could proceed at once to effect debtor and creditor settlements among themselves by the exchange of cancelled checks, in a manner similar to the settlements made by banks, without the necessity for the exchange of real money. These mercantile settlements would be made on the basis of values of sound mercantile accounts.

The success of this plan in Chicago will place a powerful weapon in the hands of merchants who feel that they are not securing fair treatment from the banks, many complaints of this nature having been heard during the past few weeks.

FALL OF WATER TANKS.

From the number of water tanks falling in the past few months there must be some radical defect in their construction or care. The first defect may be the foundation. Concrete bases should be built on a solid rock foundation, where possible, and a six to ten foot base of concrete on "hard pan" where rock cannot be reached. Hoops may not be of sufficient strength or there may be some defect in the supports or in the steel or wood of the tanks. The fall of a tank is attended with serious loss usually, and insurance companies issue booklets giving specifications for their construction and care.

The life of a wooden tank is from 12 to 30 years, but usually about 15 years, but it must be kept well painted and filled with water. It shrinks when water gets low. One advantage of a steel tank, if paint is neglected, is that a small spot will rust through and show itself, whereas, if a wooden tank is neglected, it may burst the hoops suddenly and cause serious damage.

Hoops require special attention and removal of rust before painting. Particular attention should be given to tanks located on roofs and covered with corrugated iron. The hoops corrode very rapidly on account of the dampness held between the corrugated iron and the staves, and they may be found nearly rusted off in a few years after erection.

If the tank is left empty, the sun and rain will cause the staves to warp and twist so it will be impossible to make the tank water tight afterwards.

One new tank that fell recently was evidently due to weak supports. Another tank removed from a plant a short time ago, was found to be rotted through. Managers of factories with tanks cannot take too much care with tanks. They cannot last forever, and careful inspections should be made each week.

It is false economy for a manufacturer to cut a builder of tanks to the last cent and think he is saving money. The structural work must be of the best, and the supports sufficiently strong, The builders are working with formulae that are more or less in error as in any structural steel work. A large factor of safety must be allowed to obtain supports to hold the load upon them. The supports, too, must be carefully shielded from the weather and the workmanship must be done with great care. Otherwise there will be more tales to tell of fallen tanks.

SHORTAGE OF WORKING CAPITAL.

The great majority of business failures which come to light from day to day, whose assets and liabilities are reported with any degree of detail, seems to show that the amount of working capital is altogether too small a proportion of resources for safety. It is skating on thin ice, says the Wall Street Journal. A concern whose failure was recently announced, which did a manufacturing and commercial business, was found to have something like $300,000 of liabilities, $500,000 of assets, mainly in the form of stocks which could not readily be converted into cash, and but $557 of cash, only about 10 per cent. of which was in bank.

Aside from the question of the proportion of cash to stocks and supplies, it is not likely that a business concern with only $57 in bank, and half a million assets, is likely to stand very well with the bank because of the low state of its account. In time of need accommodations for such a depositor are difficult to get. The bank is more interested in the balance on its own books than it is on the ample supply of goods on hand. Instead of their being a source of strength, large stocks are an element of danger in mercantile enterprise. Large stocks are apt to mean low cash assets. It is far safer to reverse the order by converting stocks into cash, thus improving both credit and cash resources even at the expense of the loss of some custom.

Star gazing doesn't pay, unless you're an astronomer.

Its almost as easy to worry as it is to tell others not to.

When complaints are made by customers always count them. Then compare the number of complaints with the number of customers. Do not be governed by the dealer's opinion, but form your judgment from the counting. The majority rules.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Just holding at 15c.
Ingot Tin—Fairly firm at 32c.
Lead—Steady.
Pig Iron—Unchanged.
Spelter—Maintaining strength.

Toronto.

Wire Nails—Prices unsettled.
Binder Twine—New list issued.
Copper—Weaker.
Tin—Advance in foreign markets.
Lead—Holding firm.
Pig Iron—Buying inactive.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 7.—During the past week the railroads have been blocked so much that little business is coming forward. Travelers in numerous cases are not even in communication with their firms, owing to the condition of the country roads and the railroads. The condition has however only affected business temporarily; the local jobbers are unanimous in the view that January business was at least up to the average of other years. Among the retailers in this centre the heavy snowfalls have caused a brisk demand for snow shovels and in consequence a number of orders for these goods are being received. Collections continue to improve and in consequence the outlook from the jobbers' standpoint keeps getting brighter.

During the week the prices of rope and binder twine have been revised and the reports of price cutting on nails coming from the east is expected to have an effect on local prices in the near future.

Builders' Hardware and Supplies—No change in prices has been registered during the week and in keeping with the rest of the market the demand is quiet at present. Builders' outfits are in demand, however, so the business will recover as soon as the weather conditions change. Articles trimmed with brass and bronze have undergone a slight decrease but generally the market remains firm with no changes at present.

Nails—The situation in the east, where price cutting to a large extent has been indulged in by manufacturers and jobbers during the past two weeks, is rapidly approaching a climax which will likely affect the local market during the week. At this writing the old figure, $2.45 per keg, is generally maintained, though some dealers have already quoted much lower figures.

Rope and Binder Twine—The continued weakness in the hemp market has resulted in a revision of prices, which went in force February 1. The reduction ranges from 1½c to ½c, all sizes being affected. In local circles the revision is only considered temporary.

Shot—The market continues firm with a rising demand. Booking has received a satisfactory start, though the demand is still small. We still quote 20 per cent. off list.

Copper and Brass Goods—Business remains satisfactory, considering present conditions and contrary to expectations quotations are being generally maintained. A slight revision is expected in the near future.

Bolts and Nuts — Some booking is being done and business continues satisfactory. There has been no change in prices during the week.

Screws—The demand is still slow, but indications point to a speedy revival of trade. Booking for future delivery has received a good start and prices are being firmly adhered to. Quotations remain 85 and 10 per cent. on flat and 80 and 10 per cent. on round heads.

Soldering Irons—These lines are experiencing a revival and business is reported brisk since the recent reduction no further change has taken place in prices We still quote 37c to 40c per lb.

Sporting Goods—The cold snap and snowstorms have awakened a considerable demand for toboggans and snowshoes. Skates and hockey goods are being cut, owing to the lateness of the season. Ammunition of all kinds has been in demand for some time.

Poultry Netting—This line is being booked for future delivery in promising quantities. Prices remain unchanged since last writing.

Lawn Mowers—Booked business is a good average with good possibilities for future business.

Building Paper—The demand is on the increase, booking now being received in fairly large quantities. The revised price list is contained in the current market reports.

MONTREAL METAL MARKETS.

Montreal, Jan. 7.—The feature of the markets this week has been the strong recovery of tin in the Old Country. Not only has the decline noted in our last issue been wiped out, but a good advance made, with the metal closing firm. As against this, however, there is a further fall in copper. Of the two metals, tin apparently stands in a much stronger position. Stocks in America are very light and the demand is increasing with every prospect of higher prices. Despite this upward trend, English producers are not exporting freely, which does not look as if any great unloading of stock on that side of the Atlantic was feared, or there would be a stronger desire to take advantage of the export market. There is therefore a good reason why tin should maintain its strength. Copper, on the other hand, although being exported largely is being shipped on a falling market, and if the metal is held for speculative purposes then the position becomes somewhat precarious, especially in view of the fact that the American consumption is slight.

The unsteadiness of these primary markets naturally tends to weaken things on this side, and although prices are being well maintained locally the tone of the market is not firm. There is a natural reluctance to look too far ahead, and merchants are content with the fact that for the time being prices are without change. A strengthening influence all the way round is imperative if a setback is to be avoided. Slumps, however, are hard to rally from, the weakness engendered by them being long retained by the markets.

Pig Iron—Pig iron has strengthened a little in the Old Country, and with stocks on the light side, the advance should be maintained. An increase in the demand is expected and it looks as if the metal would occupy as strong a position as it did last year. Buyers have not come into the market for importing as yet, but there should be a steady movement next month. The demand from stock continues fair, and bars, and boiler tubes are moving well. We quote: Cleveland warrants 47s 10d; Middlesboro No. 1, $21.50, ex-store with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Copper—The copper situation is not quite so sound as it was, although there is no reason to anticipate any setback just at present. The English market still declines, and is now £61, a drop of £1 over last week. It looks as if speculative buying on a far from strong market was telling its inevitable tale. How far the unloading will go depends upon the accumulation of stock that has taken place during the many weeks of steady importing which has characterized the primary market. So far prices in New York are holding ground, and a rally in the domestic call would set off the effect of the English decline. The immediate future is uncertain, but at present we still quote locally 15c, with a cut for second-hand lots for immediate delivery.

Ingot Tin—This metal has jumped up again in the Old Country, and has more than wiped off the decline of last week. In one day prices advanced £2, and speculators, for the time being at any rate, have abandoned the idea of squeezing the market. It is evident that no great unloading of stock has occurred and although it cannot be said that any great confidence can be placed in the market, still the position is sounder than it was last week. Stocks in America are light, and the demand should encourage English exporters to ship freely. This should strengthen the position of the primary market. The English quotation is now £125 15s, closing firm. We still quote 32c locally.

Lead—Lead has advanced in the English market 3s 9d and is now £14 16s 3d. The market shows promising signs of strength and the demand is improving slowly but steadily. Many producers seem to be unwilling to sell for future delivery, which is a very good feature, indeed.

Antimony—Antimony at present is dull, and there is no change to note. The foreign markets are maintaining strength and prices are ruling about

the same. We make no change in local quotations. Antimony, however, is a metal that cannot be relied upon.

Spelter—Spelter has gone back 10s in the Old Country, and is now quoted £27 7s 6d. This, however, does not indicate any great signs of weakness. Quotations are still $4.50 to $4.55 East St. Louis, and we quote 5½c for foreign and 5¼c for domestic.

Old Materials—The market is still quiet, although inquiries for both copper and lead are improving. Stocks are not over large now and a steady demand would soon clear them out. Prices are unchanged, excepting in the case of lead, where there is an advance of ¼ cent. We quote: Heavy copper and wire, 11½c; light copper 10c; heavy red brass 11c; heavy lead, 2¾c; wrought iron, $12; No. 1 cast $13; No. 2 cast $10.

TORONTO METAL MARKETS.

Toronto, Feb. 7.—Asked regarding iron prices this week a Toronto man stated that business was dull and that no base existed upon which to work. There is no reason for jobbers to offer cut prices on a declining market, and consequently they are holding to the old figures and giving consideration to all offers made them. There is little buying, however, even on this basis.

While iron appears to be strengthening a little in the Old Country the conditions in the States are unsatisfactory. The leading interests have agreed to maintain prices for another month at least, but this is considered as but putting off the day for an inevitable reduction. Buyers consider prices too high and purchases of steel and wrought scrap are being made to take care of immediate needs.

Locally buying is so inactive that there is talk of a large Ontario furnace banking its fires until buyers are ready to enter the market.

Tin—In foreign markets tin has been the feature of the week, prices having been marked up owing to speculative influences to a point equalling a cent advance in New York. No change has been made locally, however, and we continue to quote 31 to 31½ cents.

Copper—Foreign markets have sustained a slump of about £1 over last week, owing, it is said, to the unloading of some of the surplus stocks held in England. The heavy exports from the States to Europe continue, however, those of January totalling about 35,000 tons, against an export of 40,000 tons for the whole first quarter of 1907. In all of 1906 the exports were only 48,000 tons. It is evident, therefore, that the recent heavy exports do not reflect the requirements of foreign consumers, the stocks going into warehouses and available for speculative movements should the market advance. Locally we quote 14 to 14½ cents.

Lead—An advance has been made in Great Britain, and with a moderate demand existing the market has a satisfactory outlook. We still quote $4.35 per hundred pounds for imported pig, with domestic about 15 cents less.

Spelter—The demand is quiet, with $5.25 still quoted for foreign, and $5 for domestic.

Antimony—Dullness is reported, with prices unchanged at 10½ cents.

Old Materials—We make no price changes, but the demand for lead is improving. Other metals are absolutely dull.

U. S. METAL MARKETS.

Cleveland, O., Feb. 6.—The Iron Trade Review says: Our monthly blast furnace statistics reveal a continuance of the policy of curtailment, the production for January being 1,043,374 tons, against 1,234,733 tons in December, and 1,820,558 tons in November. There were only 139 furnaces in blast on the last day of January, compared with 154 on Dec. 31, and 226 on Nov. 30. The curtailment is to a large extent in merchant stacks. Our annual statistics of ore shipments show that last year 41,288,755 tons of ore were shipped by lake and 956,315 tons by rail from the Lake Superior region, a total of 42,245,070 tons, compared with 38,523,439 tons in 1906.

Owing to the fact that the price of steel bars is $4 higher than the recent quotation on bar iron, there has been a marked increase in orders for the latter at the expense of the former, and western manufacturers have advanced the price of bar iron $2 per ton. Bookings of structural material show a fair volume of business, and prices are being well maintained. Some of the smaller plate manufacturers are shading prices.

A number of furnace interests from the central west last week declined longer to act in harmony with those which favored maintaining a price of $17 valley for No. 2 foundry, and one leading house which had been adhering to prices announced that it would no longer do so, but owing to the sentiment developed at New York in favor of co-operation, it has been decided to make another effort to secure harmonious action on the part of furnace interests of the central west, and to this end a meeting will be held in Cleveland on Saturday.

THE MAGNET IN INDUSTRY.

A simple childish plaything has suggested an idea that will save the railroads hundreds of thousands of dollars every year in wages, in repairs, and in time. Every school boy has played with a horseshoe magnet, picking up knife blades, needles, nails and any odd scraps of iron. Nowadays, instead of needles and nails, steel rails, wheels, castings, ingots, pig iron—anything in which steel or iron appears—are lifted by a magnet, and carried to the place where it is wished to deposit them.

The loading and unloading of freight cars filled with iron and steel has always been one of the most difficult tasks connected with railroading. Large numbers of men have been required to do the work, and each piece had to be handled separately, with many unavoidable delays. If cranes were used for the heavier pieces, chains had to be adjusted; weights had to be balanced, and the loads had to be swung. It was a most inconvenient, tedious and expensive operation. The expense and inconvenience were not so important, but it took too much time. The object of modern transportation is to annihilate time, and the loading of iron by hand was clearly out of date.

The Pennsylvania freight yards in Jersey City are among the largest and busiest in the world. Every moment, night and day, a huge volume of freight pours into the yards to be distributed to the four points of the compass. Cars are handled there by the hundred thousand, and freight by the million tons. The managers grew impatient at the necessity of doing so much laborious hand work. Then some one suggested a magnet.

The device is a simple contrivance, looking like a double crown of corrugated iron and steel, its two poles strongly marked, with its armatures concealed, and all suspended from the chains of a heavy crane. Around this chain is wrapped the current wire, which gives the device life or takes it away.

It is an interesting sight to watch the unloading of cars by the new method. A big steel truck, piled high with rails, rolls within reach of the crane. The man in charge swings the magnet, allowing it to descend toward the load. He presses a button. The rails seem to thrill; like live things, they leap up to the magnet, ten tons of them at a time, clinging firmly, all in place and in orderly array. The crane hoists the whole; the rails swing clear almost without a rasp or sound, and just as noiselessly they fall into the waiting barge or on blocks. Nothing could be more simple or easy.

Or take scrap iron. The magnet dips its nose into a pile, and emerges looking like an alligator pear, with ten tons hanging to it. It does not take long to fill or empty a car at that rate. And there is no shouting or discussion or halting for rest; the magnet does its work quietly, tirelessly, and effectively.

At a recent test to determine the advantage over the old method of handling iron, six men were put to work unloading one car of wheels, while the magnet, which requires four men in its operation, went to work on another load precisely similar in size, material and weight. The magnet finished the job in an hour; the six men toiled half a day and were just through.

Other magnets have been ordered and soon all the handling of iron in this freight yard will be done by electricity. Magnets will do the work of hundreds of men, cut down expenses, and above all, save time.

SOUTH AMERICAN AND CANADIAN TRADE.

William Johnson, of Buenos Ayres, visiting Montreal in the interests of Oanadian trade with South America, delivered an address at a meeting of the Montreal Manufacturers. He referred to the stimulus in trade which had recently been aroused in South America, and said that the total foreign trade of the ten independent republics was estimated for 1907 at one billion, five hundred million dollars. The continent was now entering upon a new industrial movement. In this there were great possibilities for the expansion of Canadian trade. The manufacturers of the Dominion had alalready put forward a well directed and sustained effort to secure a large export trade, and at the same time to establish relations with the South American republics. The effect of this movement would be far reaching, and of much importance to Canada.

METAL TRADE ITEMS.

Dissolution of partnership between Norway and Sweden is the cause of attracting attention from Norway's products and placing it on the goods of Swedish make, where it rightfully belongs, according to Oscar Laquist, of Stockholm, Sweden, who is now in the United States representing a Swedish combination of blast furnace concerns. "For all time before 1905 the world marveled at Norway's iron and steel, besides its other products," said Laquist. "In every large manufacturing city of the country the business men were continually shouting, 'Norway, Norway, Norway,' until the name became sickening to loyal Swedes. The truth is that Norwat makes very, very little steel compared to that which is made in our country. One thousand tons a year is a high estimate of what Norway can send out. Sweden will annually export hundreds of times that amount. Since we withdrew from that partnership with Norway we have attempted to link the name of Sweden with its products. Gradually the world is beginning to realize that the famous old Norway steel and iron was really of Swedish make. Practically the only difference in the methods of manufacture is in our use of charcoal against yours of coke in the blast furnaces. The iron product of Sweden, called Norway iron, perhaps is of superior quality. You know that our iron is sometimes as good as steel."

It will be interesting to determine how different the wire trade may be from other finished steel consumers in the United States. It seems improbable, says the New York Journal of Commerce, that there will be a great response to the invitation of the American Steel & Wire Co. made in the following trade circular: "At a time when trade is dull, money scarce and steel products declining, no incentive is offered the wire trade to supply the mills with orders upon which to resume operations. It seems probable that concessions will have to be made in this branch, eventually as in others."

The following is the American Steel & Wire Co. circular letter.

New York, Jan. 13, 1908.

"To the Trade:

"This is to advise you that our present prices on wire products are reaffirmed, and there will be no reduction to the spring trade. You can, therefore, with confidence, advise your trade of this action, and inasmuch as there has been a great curtailment of production during the past four months, and the stocks in the trade have been reduced to a minimum, we advise that you anticipate your wants as far ahead as possible so you will have the goods when the demand springs up."

The exports of British iron and steel in 1907 show an exceptionally large increase. They are by far the largest on record, and in practically all branches of the manufactured section of iron and steel exports there have been increases, the notable exception being that of rails. The pig iron trade has had a wonderful year of foreign shipments and is responsible for an increase in 1907 of 284,375 tons over the figures for the previous year.

The United States exports to Canada for the eleven months to Dec. 1, 1907, included steel rails, one million dollars; structural iron and steel, three and a half millions; wire, two millions; builders' hardware, two and a half millions; electrical machinery, one and a half millions; locomotives, one and a half millions; pipes and fittings, two and a quarter millions.

The total output of pig iron in the United Kingdom in 1906 was 10.149,000 tons. In 1907, it is believed, there was an increase of production over 1906, breaking all records, but no specific tonnage is given for the whole country. "It is estimated that the production of pig iron in the northeast of England in 1907 was 3,700,000 tons, compared with 3,628,651 tons in 1906, 3,485,762 tons in 1905, 3,123,195 tons in 1904, 3,108,050 tons in 1903, and 2,960,867 tons in 1902. More than one-third of the output was hematite quality, and of spiegel, etc., the production would be about 130,000 tons. The increase in make of pig iron in 1907 was not so great as that in 1906, for the furnaces in the latter year were driven almost as hard as in the past year, and there was not the same increase in the number of furnaces in operation. Of the 91 furnaces in blast in the northeast of England at the end of September last, 61 were within the limits of the port of Middlesborough. Most of the furnaces outside Middlesborough are occupied in the production of hematite pig iron, nearly all the ordinary Cleveland iron being made by Middlesborough furnaces. It is to be remarked that, while producers made 15 per cent. too much Cleveland pig iron in 1905, they turned out 4 per cent. too little in 1906 and 10 per cent. too little in 1907, yet the number of furnaces in blast had been increased considerably."

Commenting editorially upon the iron trade in 1907, the London Iron and Coal Trades Review states: "The phenomenal activity in the pig iron trade did not last the year out, and no one was surprised when a slackness set in; it was impossible that the pressure of demand which characterized the first half of the year could continue for long, and the reaction which was bound to come made its appearance in the autumn. What, however, was rather unexpected was the rapidity with which the transition from good to bad trade has taken place; at the end of the first half of 1907 the tone of business was very optimistic, at the close of the year most commercial men were inclined to take pessimistic views of the situation, probably too pessimistic, as immediately after such an inflation of trade as was experienced in 1906 and the early part of 1907 the slackening of business is likely to be unduly exaggerated. There can be no question that the position was rendered more unfavorable than it would have been by the wretched condition of financial matters in the United States during the last two months of the year. This severely affected general confidence and checked enterprise all around."

FOUNDRY IRON CLASSIFICATION.

The sub-committee of American steel manufacturers on ore and pig iron, has prepared a schedule with an endeavor to harmonize grading by fracture and by analysis in the different producing districts as follows:

Buffalo District.

Scotch . .	3.00 and over	0.05 and under
No. 1 foun.	2.50 to 3.00	0.05 and under
No. 2 foun.	2.00 to 2.50	0.05 and under
No. 2 plain	1.50 to 2.00	0.05 and under
No. 3 foun.	1.50 (under)	0.05 and under
Gray forge		0.05 (over)

Chicago Points.

No. 1 foun.	2.25 to 2.50	0.02 to 0.05
No. 2 foun.	1.75 to 2.25	0.02 to 0.05
No. 3 foun.	1.35 to 1.75	0.06 and under
Scotch . . .	2.50 to 3.00	0.05 and under
Silvery . .	3.00 to 3.50	0.05 and under
Gray forge		0.06 and over

Sampling.

The committee also submit the following of sampling, which has been a vexed question. The American Society for Testing Materials recommended the following method of sampling, which has been adopted by the American Foundrymen's Association:

"In all contracts where pig iron is sold by chemical analysis, each carload or its equivalent shall be considered as a unit. At least one pig shall be selected at random from each four tons of every carload and so as to fairly represent it.

"Drillings shall be taken so as to fairly represent the fracture surface of each pig, and the sample analyzed shall consist of an equal quantity of drillings from each pig, well mixed and ground before analysis.

"In case of disagreement between buyer and seller an independent analyst, to be mutually agreed upon, shall be engaged to sample and analyze the iron. In this event each pig shall be taken to represent every two tons.

"The cost of this sampling and analysis shall be borne by the buyer if the shipment is proved up to specifications and by the seller if otherwise."

Revision of Specification.

The American Society for Testing Materials is also considering the revision of specifications for foundry iron, and a meeting of the committee having the matter in hand has been called for Jan. 28 and 29, at the Columbia University. In issuing the call for the meeting the secretary states:

"It is now urgently necessary that a revision of the specifications for foundry pig iron be made. Progress in the purchase of pig iron for foundry purposes by analysis is now so marked and the specifications we have issued are so obsolete that your committee can no longer postpone action in the matter. The complaints that have come in recently are so strong and just that your chairman has taken advantage of the general meeting to call together your committee for this work."

Told by Ontario Correspondents

Retailers Not Alive to Importance of Opposing New Co-operative Act—Kent County Council Declines to Increase Pe ddlars' License Fees—Employes of Screw Factory At Ingersoll Make Presen'ation to Employer —Building Outlook Reported Bright— Belleville Industries New Officers.

BELLEVILLE.

Belleville, Feb. 4.—Despite the stringency which has curtailed business to some extent throughout Ontario, the Belleville hardware dealers feel quite optimistic over present conditions, as well as the outlook for the future.

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The hardware merchants here are very enthusiastic over the coming convention of retail hardwaremen in Toronto this month. There will be several important questions dropped into the interrogation box from this city. There will be at least one Belleville representative present.

* * *

One drawback felt here recently among dealers is in dairy utensils. There has been a big falling off in some lines used by the farmers, such as milk cans, separators and all goods generally used by dairymen. This was owing to the almost entire failure of the hay crop. As a consequence, many dairy cattle were sold to dealers, as the owners had not sufficient fodder to last the winter. Hay sold here as high as $24 a ton on the market and $21 in the barn.

* * *

W. W. Chown and Mrs. Chown, who have been here for the past six weeks visiting their sons, W. A. A. Chown and Russell Chown, of the W. W. Chown Co., Ltd., have returned to their home in Edmonton Mr. Chown, Sr., is head of the Chown Hardware Company in the prosperous Alberta city. He says Belleville is fast improving as a commercial centre, and now occupies a very promising position, such as he anticipated and prophesied in 1904, the year in which he occupied the mayor's chair. For several years he was chairman of the finance committee.

* * *

At the annual meeting of shareholders of the Belleville Hardware Company, held on January 29th last, the following officers and directors were elected for the ensuing year: President, Hon. Sir Mackenzie Bowell, K.C.M.G.; vice-president, Allan McFee, mayor; directors, T. S. Carman, W. C. Springer, R. J. Graham. Dr. Gibson, E. G. Sills, Dr. Marshall, W. B. Robinson; solicitor, Col. W. N. Ponton; managing director, W. C. Springer; secretary-treasurer, Charles H. McMullen.

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The annual shareholders' meeting of that promising new industry, the Brass and Steel Goods Limited, was held on the same evening as the above The president, Henry Pringle, presided. The financial and directors' reports were presented, discussed and adopted. The building has been completed and nearly all the machinery has been installed. Good progress was reported, orders in plenty coming in and shipments have been made already, which was very gratifying, in view of the tendency to "hold back" prevalent throughout the country. The election of directors for 1908 resulted thus: J. F. Wills, Henry Pringle, H. C. Hunt, R. J. Graham and P. C. Jones. At a subsequent meeting of the directors the following officers were elected: President, R. J. Graham; vice-president, J. F. Wills; secretary and managing director, H. C. Hunt; treasurer, P. C. Jones.

PETERBORO.

Peterboro, Feb. 5.—One of Peterboro's popular hardwaremen, in the person of Harry Morgan, was united in marriage this week, the bride being Miss Sadie Naomi Rutherford. Mr. and Mrs. Morgan have gone to New York on a wedding trip. The groom is vice-president and an active member of the Peterboro Hardware Company, and will have the best wishes of his many business friends for a happy married life.

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E. M. Best, manager of the Best Shoe Company, and Ray Best, of the same firm, were in Toronto this week.

* * *

Business in the hardware line is only fair at the present time. Only a small amount of building is going on and this, of course, cuts down the demand for builders' supplies. Hardwaremen who handle sporting goods report an active trade in this line.

* * *

There is a probability that the street lighting system of Peterboro will be changed from the present system of open arclamps to the enclosed arc lamp system. The latter is recommended by the Peterboro Light & Power Company, which has the contract for lighting the city. It is in use at Brantford and several other cities. The fire, water and light committee of the city council is dealing with the matter.

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Work on the new Normal School here has been delayed for some time owing to a delay in the installation of the heating apparatus. The electric wiring has been completed.

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In a recent hockey match, the plumbers of the city defeated the drivers by six goals to nil. Other games are being arranged.

HAMILTON.

Hamilton, Feb. 4.—Although this is the slack season in the hardware trade both the wholesale and retail merchants in this city report satisfactory business. Trade is steady and with the spasmodic touch of real winter weather there is sufficient snow and ice so that the usual demand for sleighs, skates and other accessories has cropped up. The plumbing business is also comparatively steady for this time of year. Dealers in plumbers' supplies report large sales of gas stoves, etc.

The Ontario Lantern and Lamp Company is preparing a handsome booklet descriptive of their plant. It will be distributed amongst the trade shortly.

* * *

The Sawyer-Massey Company is preparing to make another extensive addition to its already large plant. Already ground has been broken and as soon as the weather becomes fine building operations will be started on a new warehouse.

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Four young men have been arrested for making extensive robberies of brass from the portion of Burrow, Stewart & Milne's foundry which was burned recently.

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It is astonishing what little interest local hardware dealers are manifesting in the Co-operative Bill which is before parliament. It is quite evident that the local retailers are not alive to the importance of the matter from the fact that none of them were conversant enough with the subject to give your correspondent an expression of opinion on the bill. While a few of the merchants express themselves as being opposed to the co-operative store system as a whole, there were some who displayed an absolute disinterestedness evidently because the business so far had not grown to any extent in Hamilton.

* * *

The agitation to have a plumbing inspector appointed in Hamilton has been revived, but the prospects for the appointment of such an official are not very rosy. The board of health is heartily in accord with the proposal and the trades and labor council is also boosting the project, but the aldermen cannot see their way clear to grant their request.

* * *

A. H. Phoenix, superintendent of the Hamilton Bridge Works, left this week on an extended trip abroad. He will devote his time entirely to pleasure and sightseeing and will visit France in addition to the British Isles. On the eve of his departure, the foremen at the bridge works presented him with a very elaborate suit case.

* * *

There is a movement on foot to build a large auditorium in this city for concert and other purposes. The proposition at present is to buy the ruins of the old Central Presbyterian church, which was burned over a year ago, and it is possible that a stock company may be formed to carry out the scheme.

* * *

It is possible that a new jail may be built within the present year. The present structure is growing too small for the growing demands of the city and it is out of date in many respects.

* * *

The fourth annual convention of the agents of the Frost Wire Fence Company was held at the company's offices in this city on Wednesday and Thursday of this week. About 200 representatives from all parts of the country were present and as on former occasions the firm combined business with pleasure. Wednesday morning was devoted to the reception of agents and in the afternoon they were taken through the plant and were shown the process of manufacture of the firm's goods. In the evening the

guests and the entire staff of the company were entertained at the Savoy Theatre and Thursday was devoted to a general discussion of business matters. The convention was brought to a close on Thursday night by a dinner which the company tendered its agents at the Waldorf Hotel.

* * *

A new company, to be known as the Canadian Writerpress Company, has been formed by a number of local capitalists for the purpose of manufacturing duplicating writing presses. The company has a share capital of $30,000, divided into 300 shares of $100 each The provisional directors are: Joseph Kneeshaw, Ambrose Purnal Van Fleet, George Wenig, John Patrick Hennessy, and Frederick William Gates, all of Hamilton.

* * *

Tenders will be asked for soon for the erection of a new fire station in the east end of the city. The money for the station was voted by the ratepayers last year, but owing to the condition of the money market it was impossible to float the bonds. The station will cost about $12,000.

* * *

Charles Ericson, inspector of steel for the Hamilton Steel and Iron Company, was married on Monday of this week to Miss Grace Presnail, daughter of William P. Presnail, of the Tuckett Cigar Company. The groom formerly lived in Jolliet, Ill.

GUELPH.

Guelph, Feb. 4.—Detailed plans have been drawn up by City Engineer Lindsay to be presented to the Government for the new winter fair buildings. They call for a building 300 feet by 120. The roof would be of iron and glass to admit light to the horse arena and amphitheatre. The cost is aproximately estimated at $30,000.

* * *

William Leader, hammer man at the Guelph Axle Works, had two fingers of his right hand badly nipped by the hammer striking them on Tuesday.

* * *

The Bond Hardware Co. have bought the stock of tinware and graniteware of T. E. Rudd, Quebec St., who is giving up business.

* * *

Plans have been submitted for an extension to the Separate School. They are to build an additional storey over the whole building, thus doubling the accommodation.

* * *

N. L. Stewart, manager of the Guelph Stove Co, has resigned his position with that company to go into the manufacturers' ageney business in Toronto where he will open an office and sample room. R. F. Stewart, who has represented the same firm on the road in Western Ontario will go with him.

LONDON.

London, Feb. 4.—Hardware jobbers are far from busy just now, so far as filling orders is concerned. Bookings, however, are quite satisfactory. Seasonable quiet prevails in retail circles.

* * *

The Purdom-Gillespie Hardware Company are about to remove to more commodious premises at 124 Dundas street, three doors east of their present stand. The company's rapidly growing trade made the procuring of more room imperative.

* * *

The plant and buildings of the defunct Wilcox Manufacturing Company were offered for sale at public auction last week, but were withdrawn, the highest bid, forty-five cents on the dollar, made by George W. Reid, not being satisfactory to the liquidators. Mayor Stevely is in receipt of a communication from a very large American firm with which he has been in correspondence, with a view to taking over the concern. If conditions are found to be favorable it is not improbable that this firm will seek to secure the Wilcox plant.

* * *

The variable condition of the copper market is blamed for the stagnation in the brass market at the present time, as a consequence of which local factories are doing little or nothing. One firm, which ordinarily employs about forty men, has now but ten at work, and this condition has prevailed since Christmas. "It is not a matter of hard times at all," said one manufacturer, "but so long as copper is up to-day and down to-morrow, I don't see how things can improve. As it is, the trade holds off in constant expectation of a change."

* * *

As a general rule, no one is better qualified to speak as to the building outlook than the brickmakers. It is to them that inquiries are first directed by people who contemplate building. In an interview yesterday, Mr. Skuse, a leading brick manufacturer, declared he had had as many inquiries this as in other seasons, and was quite satisfied with the outlook. It is said the price of brick will not vary greatly from that of last season. The supply promises to be large, and, judging from what manufacturers say, it would seem that London has every reason to look for at least one more good building season after the snow and frost leave the ground.

CHATHAM.

Chatham, Feb. 7.—Following on the annual meeting of the Board of Trade last week, the council held a meeting on Friday evening, when the committees were struck for the current year. W. H. Westman, chairman of the civic industrial committee, is, by virtue of holding that office, chairman of the same committee on the Board of Trade. A. D. Westman, also of Westman Bros., is a member of the mercantile committee, while C. S. Cornelius, manager of the new brass works, is on the manufacturer's committee.

* * *

It will be remembered that at the December session of the county council, a petition signed by a large number of retailers of all kinds throughout the county was presented, asking for increases in the licenses charged hawkers and peddlers. The petition was laid over till the January session. In the meantime, a counter petition containing upwards of a thousand names, was sent in, and as a result the new county council, at the session just closed, quietly shelved the whole matter without discussion.

* * *

The Chatham Motor Car Company, which started business in the fall of 1906, last week made an assignment to Barrister Ward Stanworth. The company did a good business during the past summer, and it is understood that the assignment was made to facilitate a reorganization, which has been in contemplation, when a large amount of capital and new blood will be injected into the concern. The creditors' meeting takes place here on Feb. 12.

* * *

Before leaving for Toronto last week to take a position in the hardware department of the R. Simpson Co., Limited, Burleigh Campbell, for several years past on the staff of W. C. Crawford's store, Tilbury, was presented by his fellow employes with a gold-headed umbrella. Mr. Campbell was also the recipient of a beautiful gold locket, suitably engraved, from the members of St. Francis' church, as a token of appreciation of his services in the choir.

* * *

The subject of house numbering throughout the city is once more agitating the council. For many years past the subject has been brought up at the beginning of every year by each new council, but just as regularly shelved. There is a steadily growing sentiment behind the movement, however, and this is especially strong among the merchants. Systematic numbering of houses would, it is needless to say, immensely facilitate the delivery of goods from the various stores, while it possesses other advantages, besides being an absolutely necessary feature of any up-to-date city. One firm alone has a standing offer of $25 towards the work, if it is taken up, which shows that the retailers appreciate the proposal.

* * *

Geo. Clements, of this city, left last week for Tilbury, where he has accepted a position with his brother in the Tilbury Iron Works.

* * *

It is understood that the National Supply Company intend moving the headquarters of their oil well supply business from Chatham to Tilbury.

INGERSOLL.

Ingersoll, Feb. 3.—An incident worthy of mention recently took place at the works of the John Morrow Machine Screw Co., Limited, when the employes gave a tangible expression of the high regard which they entertain for the president and manager, J. A. Coulter. The event well illustrates how an employer may win the good will and hearty co-operation of his workmen, and in this respect it has a broad significance, tending as it does, to cement the friendly relations between capital and labor. Mr. Coulter was induced to enter the works on the pretext that he was wanted to inspect a new machine. In accordance with the carefully laid plans, the

power by which the entire plant is operated, was turned off when he had reached the machine referred to. Mr. Coulter had no sooner expressed surprise at this unexpected happening than he was astonished to find himself surrounded by the employes. At this juncture one of the employes stepped forward and read an address expressing the kindliest sentiments and laying stress on their appreciation of having been furnished with steady employment, while the employes of establishments elsewhere had been thrown out of work. The kind consideration which had always been shown them and the generous manner in which they had been treated were also noted, and the employes hoped that they would continue to "make good." As a token of their appreciation and good will they presented Mr. Coulter with a handsome clock, which he no doubt will always cherish.

* * *

Trade has been well up to the average since the holiday season, despite the fact that a reaction is always anticipated. Local hardware merchants have given much attention to their windows, their displays consisting of seasonable articles for the most part and there has been a good demand for the sporting goods, such as skates, pucks, hockey sticks, etc. The comparatively mild weather which prevailed during January had a helpful influence on business as it enabled the country buyers to turn out regularly for purchases, and to complete much work on the farm which ordinarily would be delayed until later in the season, or probably overlooked entirely, if not commenced before the spring rush.

* * *

R. J. Robertson, who for a long period was successfully engaged in the hardware business here, has been appointed town treasurer in succession to the late A. N. Christopher. By reason of his long business career Mr. Robertson has an extensive acquaintance in the town and country and his selection for the important position met with the hearty approval of citizens generally. Mr. Robertson possesses splendid executive ability and in every respect is well qualified to discharge his duties satisfactorily. He assumed his duties the first of this month.

"NUWITE" PAINT.

"Nuwite" is the name of a new paint recently put on the Canadian market by the Benjamin Moore Co., Toronto Junction. The new paint is in the form of a thick paste and is made ready for use by the addition of turpentine. It is said that two coats of "Nuwite" will give as good an appearance to any inside work as three coats of other brands. The finish is soft and smooth, and has the flat effect of a water color. No dryer is needed for the new paint.

From Other Provinces

Fine Bank Building in St. John—Hardware Merchant Nominated for N.B. Legislature—Little Interest in Proposed Co-operative Act—Calgary Board of Trade Officers.

ST. JOHN, N.B.

St. John, Feb. 4.—Business continues quiet in hardware circles, both wholesale and retail, and there have been practically no changes in prices. The advent of snow has been welcomed by lumbering men, who were beginning to think they would not get their logs out of the woods.

* * *

With the thermometer registering 10 below zero on Friday last the plumbers were kept busy thawing water pipes.

* * *

Robt. Maxwell, carpenter and builder, and John E. Wilson, dealer in stoves, galvanized iron work and hardware, have been nominated as two of the four candidates to represent St. John in the opposition interests in the local Legislature. Mr. Maxwell has served a term already, and Mr. Wilson was a candidate on two previous occasions, being defeated by a small margin. It is the general opinion that their chances of success at the coming elections on March 3 are very bright.

* * *

Much sympathy is expressed for John Keeffe, manager of the James Robertson Co. here, whose eldest daughter, Miss Margaret, died after a brief illness, on Friday, Jan. 31.

* * *

The St. John Railway Company is having an artesian well bored in their property here, so as to be independent of the city water supply. A six-inch hole is being made and a depth of 34 feet has been reached. They expect to bore to a depth of 1,000 feet.

* * *

The Canadian White Company, of Montreal, have practically completed the new Royal Bank building, at the corner of Canterbury and King streets. There are a few small sub-contracts not yet finished, but with the completion of these, the premises will be ready to hand over to the bank authorities. The new building is a most commodious one and both in exterior appearance and internal finish is said to be the most modern and beautiful this side of Montreal. Work was commenced on the foundations on October 12, 1906, and operations have been going on with but little interruption ever since.

* * *

The Anderson Furniture Company, of Newcastle, is in financial difficulties, and Allan A. Davidson, barrister, has been appointed provisional liquidator by Judge Hammington, and on Feb. 11 at Moncton the matter will be further dealt with. This company, established by Ontario parties, was believed to have strong financial backing, and to be doing a good business. It got some valuable concessions from Newcastle. The liabilities are said to be about $40,000, with assets upwards of $90,000. The present intention is that the liquidator will continue the business and endeavor to sell it as a going concern.

HALIFAX.

Halifax, Feb. 1.—James W. Stairs died suddenly on Jan. 29. He was reading the morning paper, and his family were startled by his suddenly falling forward out of the chair. When picked up he was breathing his last, and although physicians were immediately called, he had passed away before they could respond. Since his twenty-first year he had been a partner in the firm of Stairs, Son & Morrow. About five or six years ago he retired from the firm, which then became a joint stock company, and since then he has conducted a general brokerage business. The deceased, who was in the 57th year of his age, was a son of the late Hon. W. J. Stairs, the founder of Stairs, Son & Morrow, and the late John F. Stairs was a brother. The surviving brothers of the deceased are Edward, George and Gavin, of this city, and Herbert, of Cornwallis.

CALGARY.

Calgary, Jan. 30.—The recent Board of Trade elections resulted as follows: Hon. president, Hon. W. H. Cushing; president, A. E. Cross; 1st vice-president, Wm. Toole; 2nd vice-president, T. J. S. Skinner; 3rd vice-president, A. T. Linton; secretary-treasurer, E. L. Richardson.

SASKATOON.

Saskatoon, Jan. 25.—Business at the stores continues to be quiet but hopes are entertained that things will soon begin to hum again. The dullest time of the year is now on but merchants are looking forward to the spring trade, and are making their plans accordingly. Most of the hardwaremen will lay in heavy stocks for the coming season, although some are pretty well stocked with certain lines left over from last year. Already several new buildings are in sight and others will follow as the season advances. The finishing touches are being put on the interior of three or four buildings, which could not be done earlier, by the painters, plasterers and plumbers.

* * *

The price of wheat has advanced slightly this week and deliveries at the local market continue fairly heavy. The subject of spring seed came before the board of trade and it is believed that little or no government relief will be required in this district: crops turned out well last year and seed in the farmers' bins is of good quality. The matter, however, will bear some investigation and a careful examination will be made regarding the fertility of the seed, for no farmer can afford to risk sowing seed which does not come up to the proper standard.

Modern Conveniences for Farm Homes

The Eighth of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

EXAMPLES OF HOMES.

From the many country homes where advantage has been taken of improved appliances for comfort and the saving of labor a few have been selected as illustrations of the cost of introducing such conveniences. The cost has been furnished in each case by the owners.

One two-storey house of 8 rooms has a hot-air furnace, with registers in 7 rooms. A range was used in the kitchen, so no other heat was needed there. The furnace was furnished and installed for $150. The cost of the coal used in both range and furnace has averaged about $54 a year for the last four years. The following plumbing fixtures were set up, with complete supply and waste pipe connections as far as the outside of the house, for $180: In the bathroom, lavatory, bath tub, and water-closet; a lavatory in one bedroom; in the kitchen a sink and a 30-gallon range boiler; a cold water faucet in the laundry, and a sill cock for the hose outside the house.

A six-room cottage has a hot-air furnace, with registers in every room, which was furnished and installed for $133. From two rooms the heat is shut off part of the time, and coal is not used in the kitchen range. The cost of the coal per year has been $36. Water is supplied to the plumbing fixtures through a tank in the attic. The cost of the attic tank, the bathroom fixtures, which consist of bath tub, lavatory, and water-closet; the kitchen sink and hot-water heating tank, with connections to walls of house, was $115.

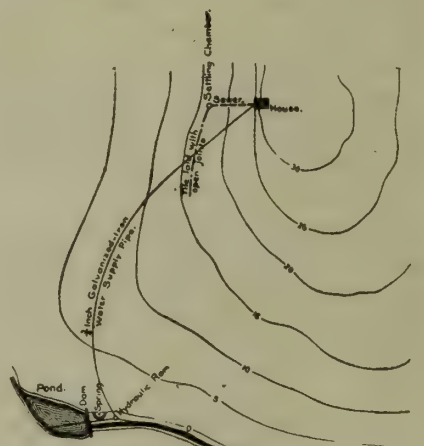
A home in central Iowa has a pneumatic tank 8 feet long and 30 inches in diameter in the cellar. This tank is supplied with water and some air by a windmill, erected in common with two neighbors, There is in the cellar a smaller tank of 66 gallons' capacity, connected by a hand force pump to the rain-water cistern. Three or four minutes' pumping with the hand pump every day supplies a good pressure on the cistern water. The soft water tank supplies a 30-gallon hot-water boiler, which is connected with a hot-water coil in the furnace and with a gasoline heater in the cellar. The plumbing fixtures consist of a sink in the kitchen and a bath tub, lavatory, and water-closet in the bathroom. Each fixture has three faucets, containing, respectively, cold well water, cold cistern water, and hot cistern water. The three pipes are run to the laundry and faucets set. The cost of the entire plumbing, including connections to windmill and to rain-water cistern, hand pump for cistern, steel tanks and all, but not including a share of the windmill and deep well, was $300. The heating system consists of a hot-air furnace with registers in every room, there being nine rooms and halls in the house, including kitchen and third-storey room, and cost $200 to install. The average cost of fuel per year is $75.

A five-room cottage is heated with a hot-water system installed by the owner. The cost of material and fittings was under $200. In four years the additional cost for repairs has been $20.65. The whole house is kept at about 70 degrees Fahr., and the cost for soft coal has never exceeded $38.50 for the whole firing season.

The advantage in the hot-water system is in the fact that the water begins to circulate through the pipes as soon as the fire is built and the radiators will retain heat from five to ten hours after the fire is out.

The first-floor rooms of one home are heated by using a large wood stove in the cellar. This stove is large enough to take cord wood in full length. It is walled in with brick, and pipes lead from this hot-air chamber to the various rooms. This method gives "splendid satisfaction."

A furnace with six registers was put into an old two-storey house at a cost of $125. One of the old chimneys was used for a fireplace. The grate and the tile front cost $17, and a carpenter put in the wooden frame and mantel shelf for $10. The cost of the coal per year is from $43 to $50.



GENERAL PLAN OF GROUNDS.

Fig. 21.—Water supply and sewage disposal for a small farm.

Figure 21 shows a plan of the water-supply and sewage-disposal system for a cottage near Chappaqua, N.Y. By building a stone dam about 30 feet long, a brook was made to give a head of 6 feet 2 inches for a compound ram located a few feet below the dam. The water from above the dam flowing through the drive pipe forces spring water through 650 feet of ¾-inch pipe to a 65-gallon galvanized iron tank in the attic of the cottage, at an elevation of 87 feet above the ram. The overflow from this tank wastes into the drain for the rain water leaders. Water is piped from the attic tank to the bath tub, lavatory and water-closet tank in the bathroom and the sink and 30-gallon hot-water boiler in the kitchen. The boiler is connected to a water back in the kitchen range and hot water is piped to the kitchen sink, to the bath tub, and lavatory. One line of soil pipe collects all the liquid wastes. About 10 feet outside the foundation wall this cast iron soil pipe connects to a 4-inch vitrified pipe sewer, leading to a 50-gallon settling chamber, 75 feet from the house. The effluent from the settling chamber is emptied into a line of 4-inch drain tile laid with open joints and with a very slight fall, about 10 inches below the surface of the ground.

AN EARLY EYE FOR BUSINESS.

Thomas J. Drummond, the new president of the Montreal Board of Trade, is one of a family of successful manufacturers and merchants. Not only have they been unusually successful and attained an influential and prominent position in Montreal, but their success has also not lost them any of their old friends.

The new president even as a boy had an eye to business. There was a cat show in Montreal and a handsome prize was to be awarded to the best collection of felines. Mr. Drummond read the announcement and with his brother George, the former president of the Manufacturers' Association, and one or two other boys, they secured a big packing case from Greenshields' Dry Goods Store and nailed rough wooden slats on the front. Each contributed his own family cat and then stealthily visited the homes of all their neighbors and secured about forty representatives of all kinds, all of them mongrels. They had the largest collection at the show, but it was a motley group and it kept the boys busy separating the fighting cats. Much to their disgust, the judges refused to award them a prize. The boys made such an aggressive row about it that to keep them quiet the committee gave them $2 and ordered them to remove their cats. The packing case was taken up the lane behind Victoria Rink and the cats liberated—the most of them the worse for wear, and many of them their owners could not recognize. The two dollars was spent on ice cream.

The nitro-glycerine mixer at the Ontario Powder Works, Tweed, exploded Tuesday, doing great damage to the buildings in Tweed. The men at the works had a few minutes' warning and ran to places of safety. Almost every house in Tweed is damaged in some manner, the stores having their plate glass fronts completely destroyed. The buildings of the power plant are mostly flattened to the ground, and the building of the Steel Trough and Machine Company, near by, was greatly damaged. The loss on plate glass and other glass in the town is estimated at $1,000 or over.

Words of Wisdom

to

Manufacturers

¶ The Manufacturer who sells his product through dealers, no matter how much magazine and newspaper advertising he may do, cannot afford to ignore the trade journals. The idea that if a general demand is created, the dealer will be forced to carry the goods is all right in theory, but the trouble is that it doesn't work out in practice. The dealer is likely to carry such brands of different articles as suit him, and if he hasn't what people ask for, the people will take what he has. As a matter of fact, the number of those who ask for a certain brand, and refuse all others, is very, very limited. This means that the manufacturer must advertise to the dealer as well as to the consumer. To convince the latter that it is worth while to buy a certain brand is only half the battle. The other half consists in convincing the dealer that it is worth his while to carry the brand. This is best accomplished through the trade newspapers.—*Profitable Advertising.*

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Horseshoes.

Whyte, Orr & Welles, hardware merchants, Daysland, Alberta, write: "Will you kindly give us the name of some manufacturer of snowshoes Nos. 0 and 1. We have been trying for two years to get some No. 0 snowshoes without any result.

Answer.—The Montreal Rolling Mills Co., Montreal, manufacture the line wanted, and the Belleville Rolling Mills Co., Belleville, will start their manufacture in the near future.—Editor.

Shelf Boxes.

The Purdom, Gillespie Hardware Company, London, write: "Can you send us the address of firms manufacturing shelving and boxes for an up-to-date hardware store?"

Answer.—Cameron & Campbell, Toronto, manufacture the Bennett Steel Shelf Box, which is in use in most large retail establishments in Canada.—Editor.

Washing Machines.

John Lawrence & Son, Killarney, Man., write: "Who handles the Vollmar Washing Machine and where is it manufactured?"

Answer.—It is handled in Winnipeg by the McClary Manufacturing Company, and is made in London, Ont., by Workman & Ward.—Editor.

MONTREAL BOARD OF TRADE.

The following have been elected members of the Montreal Board of Trade Council for the year: J. R. Kinghorn, representing iron and steel; J. S. N. Dougall, paints and varnishes (re-elected); Alex. McLaurin, lumber; Alex. Orsali, groceries (re-elected); A. A. Ayer, butter and cheese, (re-elected); Norman Wright, grain; R. W. Reford, shipping; D. C. Macarow, banking; N. Hanson, finance and investments: J. H. Burland, pulp and paper; W. Agnew, dry goods; and J. P. Mullarkey.

The Board of Arbitration was elected as follows: George E. Drummond, iron and steel (re-elected); George Caverhill, hardware; Jas. Carruthers, grain (re-elected); C. B. Esdaile, grain; W. I. Gear, shipping (re-elected); E. B. Greenshields, dry goods (re-elected); Sir George Drummond, president Canada Sugar Refining Co. (re-elected); John McKergow, dairy produce (re-elected); Alex. McFee, grain (re-elected); A. J. Hodgson, dairy produce (re-elected); Edgar Judge, grain; James Alexander, dairy produce.

Self-made men always make a loud noise when they talk.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

TILES—Plain enamelled, decorated majolica, ornamental, rough surface, and many other kinds, suitable for walls, hearths, furniture backs, dadoes, radiator recesses, etc. Messrs. J. H. Barrett & Co., Ltd., Stoke-on-Trent, England, are open to appoint agents in Toronto, Montreal, Winnipeg, Ottawa, Hamilton, London, Ont. [5]

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

LONDON, ENG., firm of iron, steel, tinplates, etc., merchants are open to appoint an agent on commission. Address Mercator, care HARDWARE AND METAL, 88 Fleet St., London, Eng. (6)

AGENCY WANTED.

WANTED ONTARIO AGENCY for stoves, hardware specialties, refrigerators, metal beds, etc., manager of a large manufacturing establishment is opening an office and sample room with storage facilities in Toronto, March 1st; has large experience, thoroughly acquainted with the trade, two traveling salesmen, and out for business. Will be pleased to interview or correspond with any firms open to be represented in above lines in Toronto and Ontario on commission. Address S. & Co., HARDWARE AND METAL, Toronto. (9)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Stock of cut nails, sizes 60D to 3D no 40D or 4D in stock; stock in first class order; price $2 base, F.O.B. Paisley. A. Sinclai; Estate, Paisley, Ont. [5]

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

QUANTITY of black sheet steel 16 gauge from 30x72 to 60x96; galvanized up to 42x96. W. S. Gordon, Tweed, Ont. (6)

FOR SALE—Set of tinsmith tools complete, great bargain for cash. For particulars write Box 132, Vankleek Hill, Ont. (7)

BUSINESS WANTED

WANTED—Good live hardware business in Ontario, city or town preferred. Box 677, HARDWARE AND METAL, Toronto. (2)

BUSINESS CHANCES

FREE OFFER TO TINSMITHS—Can you draw the pattern of a square mitre for an O.G. eave trough? If not send for full particulars regarding our sheet metal pattern course and we will send you free drawing and instructions showing how to draw the pattern for a square mitre. Address the Sheet Metal School, Box 419, Galt, Ont. (5)

HARDWARE, stove and tin business in one of the best manufacturing towns in Ontario; stock nine thousand; clearing two thousand yearly. Principals only dealt with. Address Box 693, HARDWARE AND METAL, Toronto. (8)

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

HARDWARE, stove and tinsmithing business; the best in this section; established over 35 years; reasons for selling, death of proprietor. Box 692, HARDWARE AND METAL, Toronto. (6)

FOR SALE—A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (8)

FOR SALE OR RENT—Well-established hardware, tinsmithing, roofing and furnace heating stand without stock in a small town situated in a rich farming community in Eastern Ontario, five minutes walk from G.T.R. station acytelene gas and hot air heating plants, also good dwelling in connection. For particulars apply to D. Courville, Vankleek Hill, Ont. (7)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE salesman wanted—Give age, experience, and all particulars. J. S. Moir, Arnprior, Ont. (8)

TRAVELING position wanted by hardwareman, seven years wholesale experience; 5 years' experience on road; best references. Box 687, HARDWARE AND METAL, Toronto. (6)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED — Position as foreman tinsmith and plumber; would take an interest. Box, 683 HARDWARE AND METAL, Toronto. [4]

WANTED—Position as foreman tinsmith; 18 year's experience; can do plumbing, lead or iron pipe. Box 685, HARDWARE AND METAL, Toronto. (5)

WANTED—Position as hardware clerk: good references. Apply Box 165, Wolseley, Sask. [7]

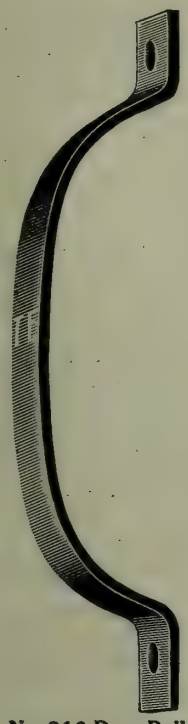
TINSMITH wanted for Manitoba, experienced in bench and sheet metal work, furnace work; eavetroughing and roofing, pipe-fitting and work usually done in a country shop; must be a worker and regular in habits; state wages and experience. Address Box 691, HARDWARE AND METAL, Toronto. [7]

WANTED by March 1st, position as hardware clerk. Six years' experience, wholesale and retail. A1 references from present and former employers. Box 10, HARDWARE AND METAL, Union Bank Building, Winnipeg. (2)

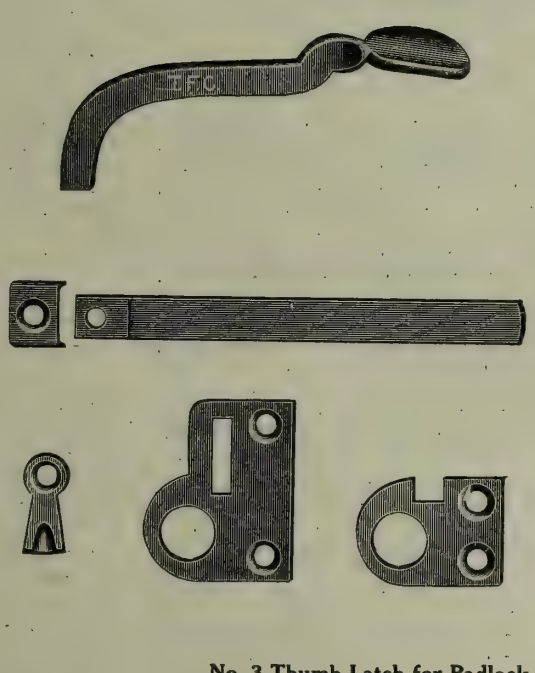
Stamp Steel Goods

Made in Canada

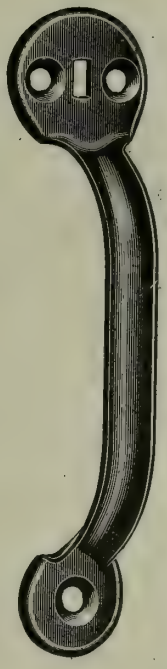
From the Best Cold Drawn Steel

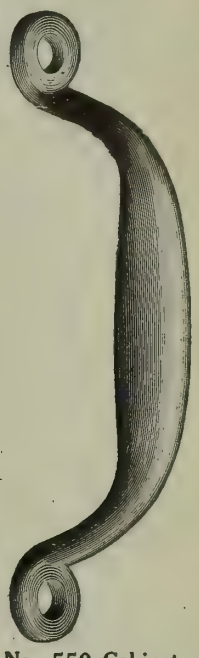


No. 310 Door Pull

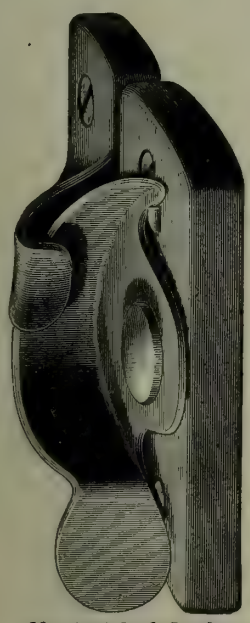


No. 3 Thumb Latch for Padlock.





No. 550 Cabinet Pull



No. 825 Sash Lock

All Steel goods made in any finish and packed with Screws to match.

When ordering from your Jobber ask for "T.F." Brand.

You take no risk on the quality, we make only the best.



No. 360 Drawer Pull

TAYLOR-FORBES COMPANY, Ltd.

Head Office and Works—GUELPH

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122 Craig Street West.

ST. JOHN, N.B.
H. G. Rogers, Agent.

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W. A. MacLennan, Agent.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Feb. 7, Room 511, Union Bank Bldg, Winnipeg, Man.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 10 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2½, small lots, 2¼; hexagon nuts, cases, 2½; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 25 per cent. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 27c per pound.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10½c.

Rope—Sisal, 10½c per pound, and pure manila, 14½c. British manila, 11½c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred, 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 33½ per pound; plain, 28½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 30c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 71½c. Linseed oil, raw, Winnipeg, 66c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

MARKET FOR OLD HORSESHOES.

One of the constantly growing imports into the Chinese Province of Shantung through the port of Tsingtau is old horseshoes. One steamer alone in November carried 300 tons of this scrap iron from Hamburg. The market for these worn-out shoes seems to be almost without limit. Chinese iron dealers buy the horseshoes and sell them to knife and tool manufacturers all over the province. It is claimed by the Chinese that the temper of this class of iron makes it the best obtainable for knives and cutlery, and also good for other tools. The reason ascribed for this is that the constant beating the shoes have received under the feet of horses has given them a peculiar temper absolutely unobtainable in any other way, and that tools made from them are superior to all others.

"WHITE FROST" REFRIGERATORS

The "White Frost" sanitary refrigerator has won popularity strictly on merit. It is the latest evolution in sanitary refrigeration. Besides its circular form, the ease with which it can be handled, and its handsome appearance at once attract the housewife. The "White Frost" is built of steel—cold rolled sheets and between the sheets is a lining of maltha and asbestos, the two greatest non-conductors of heat known and refrigeration is dry and perfect. Being circular there are no corners and it can be thoroughly washed out in a very few minutes as the shelves revolve. Inside, as well as outside, the "White Frost" is coated with baked-on white enamel. It is the pioneer in the metallic refrigerator line and it is not an experiment, as the theoretical and experimental stages were passed years ago.

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that will stand the trying weather conditions of Western Canada has been our object.

Stephens' **HOUSE PAINT**

is our attainment—it is right because

IT covers wears looks **WELL**

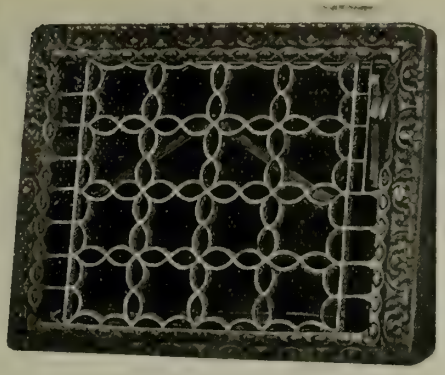
It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited

PAINT MAKERS

WINNIPEG and CALGARY



Favorite Side-wall Registers

Are constructed with **one valve.** Have **handsome open-pattern face** with **flaring base,** which affords lots of **space for passage of warm air.**

When these registers are used, **one air pipe** can distribute **heat** to **four rooms,** two on ground floor and two above, if properly proportioned.

Pease Foundry Co., Ltd.,
TORONTO

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BEST ELBOWS

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Practical Talks on Warm Air Heating

The Thirteenth of a Series of Articles by E. H. Roberts.

It is estimated that in the state of Pennsylvania alone there are over 23,000 one-room school buildings heated by stoves and with absolutely no provision for ventilation or the introduction of pure air except by opening doors or windows. Ohio has 12,000 such school buildings and Minnesota must have five

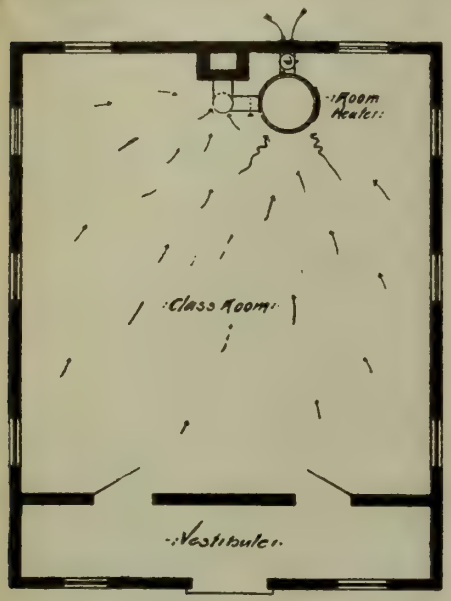


Fig. 1.

or six thousand at least. That the lack of ventilation in these country schools is largely responsible for the spread of contagious diseases and especially tuberculosis is a fact too well known to need argument. The question is, how can pure, warm air be supplied at a reasonable cost in buildings constructed without any regard to ventilation and in districts where an elaborate heating and ventilating plant would be too expensive for serious consideration.

Minnesota's Legal Requirements.

It seems to us the state department of instruction for Minnesota have taken a very sensible position by making certain requirements in the heating and ventilating a necessary qualification for state aid. The following is an excerpt from the circular issued by the department indicating the minimum provision along these lines that will be acceptable to them:

"The department does not wish to be understood to require any one particular system of heating and ventilating school buildings. It does require, however, that a district desiring special state aid must provide some suitable system, which, if not already in use, must be put in before December 1st of this year. The application must indicate definitely the system in use and unless this meets with the approval of the county superintendent and of this department the aid will not be granted.

"Heating by stove not enclosed, placed in the body of the room, and ventilating by door and windows only, will be regarded as inadequate. The application must show that proper provision has been made for admitting a sufficient quantity of fresh air in such a way that it is heated before being thrown into circulation in the school room; and that the foul air is drawn off from near the floor through a shaft of sufficient size and adequately heated to create a current for this purpose. This is very important.

"The duct for admitting fresh air for each room must be not less than eight inches in diameter or have a square surface of at least fifty inches. The outlet for impure air must have a diameter of not less than ten inches, or a square surface of not less than eighty inches. This is the minimum requirement and has general reference to a school with not more than twenty-five pupils. Where the attendance is larger, the size of the fresh air duct and outlet for impure air must be larger. It is to be observed that in every case the impure air must be drawn off through a duct or outlet that is sufficiently heated. Attempts to ventilate through an outlet that is not heated will in no case be approved nor will such a school be granted special state aid. Absolutely definite rules cannot be made as to exact device that will answer for heating and ventilation, nor as to the size of the fresh air intake and foul air outlet. The requirements stated above indicate the minimum that will be approved."

It is certainly a matter for congratulation that the school authorities have wakened up to the importance of providing for pure air and proper sanitary conditions in our school buildings and we do not doubt that the time is not far distant when a thorough system of ventilation will be considered just as important and just as necessary as desks or blackboards.

The Plans Shown.

Drawing No. 1 is the floor plan of a one-room school house without basement, showing location of room heater and in a general way the circulation of the air.

Of course the exact location of the heater is not essential, so long as it is sufficiently out of the way and where the outside fresh air pipe can be conveniently attached.

In this case the fresh air pipe is shown coming in through foundation wall under floor, then turning up with an elbow and connecting with casings about eight inches above base ring. This arrangement allows for a damper in fresh air pipe outside jacket of heater and is

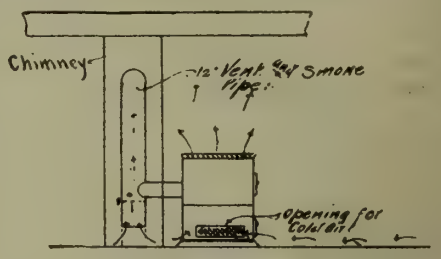


Fig. 2.

therefore more convenient than a pipe coming up inside casings where it would be difficult to get at the damper to open or close the fresh air supply.

The room heater is intended to set on legs that raise it about five inches above the floor line so as to ensure a circulation of air under the base ring and ash pit, and as an additional air supply from inside there shoud be openings in the lower part of casings as shown in drawing No. 2. These openings and the space between the base ring and floor should have a combined area of from 300 to 600 inches according to the size of the heater and the size of the room to be heated.

The Ventilating Pipe.

The ventilating pipe shown on detail is ten or twelve inches in diameter and

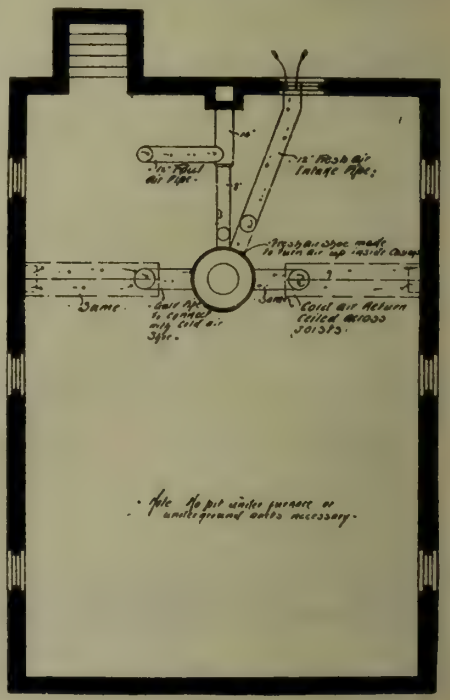


Fig. 3.

extends from the flue opening of chimney to a point about eight inches above

the floor resting on supports made of wrought iron or steel. The smoke pipe tees into the vent pipe at right angles and a damper should be placed in the vent pipe just below the smoke tee to close off the ventilation when school is not in session.

A room heated in the manner we have just described is infinitely more healthful than one heated by an ordinary stove and is certainly a great deal more comfortable for the pupils, as with the room heater the temperature of the air is practically the same in every part of the building whereas a stove will fairly roast the pupils near it, while the ones in the farther corners are freezing.

Drawings 3 and 4 are plans of a school building having a basement or at least an excavation underneath so

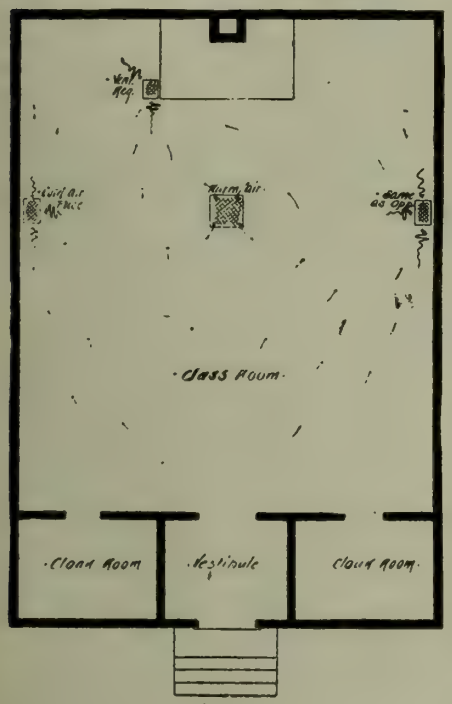


Fig. 4.

as to make the installation of a regular furnace possible.

Single Warm-air Register.

A single warm-air register is here indicated directly over the furnace. but two or more smaller registers can be substituted if preferred, the advantage of the single warm-air connection being less loss of heat in transmission and a greater rapidity of air circulation.

The foul air register is shown near platform, but this of course can be placed elsewhere if more convenient, and the vent pipe connects in basement with the smoke pipe of furnace in the manner shown on basement plan, the smoke pipe being enlarged at the point of union to the full capacity of both smoke and ventilating pipes.

In order to secure an even temperature in every part of the school room under all sorts of outside atmospheric conditions it is advisable to provide inside circulation unless the ventilating facilities are considerably greater than exist in most school buildings of this



Include Profitable Specialties in your Stock Order this Spring.

There's good profit in Specialties. And there is no limit to the sales you can make if you push them enthusiastically. Scarcely a home but what has more or less worn Furniture, Shelving, Picture Frames, Screens, Porch and Lawn Furniture, Radiators, Piping and Fixtures, Stove Pipes, Wickerwork, Tools and other little things which they would be glad to brighten up on suggestion from you how to do it at small cost.

Talk specialties and advertise them in your newspapers. Put specialties in your windows and display them prominently in your store. Here are a few of the best sellers.

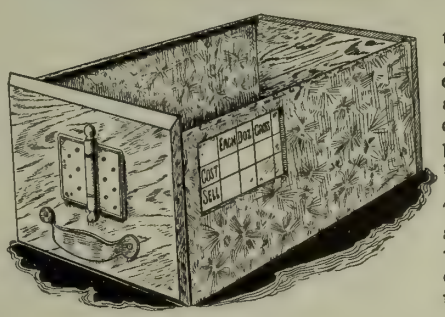
S-W. Family Paint—A handy paint for household use.
S-W. Enamel—For interior decoration, chairs, tables, etc
S-W. Varnish Stain—Stains and varnishes with one operation.
S-W. Aluminum Paint—For a silver finish on radiators, pipes, fixtures, picture frames, etc.
S-W. Imperial Gold Enamel—For decorating, picture frames, chairs, tables, novelties, etc.
S-W. Buggy Paint—For buggies, wagons, implements, tools, etc.
S-W. Screen Enamel—Black and green. For renewing old screens and preventing rust.
S-W. Furniture Polish—Cleans and polishes with one operation.
S-W. Taxite—Removes old paint or varnish from any surface.

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Some Goods Sell Themselves



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers ; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

Write for Price List and Full Description.

SOLE MANUFACTURERS:

Cameron & Campbell, - Toronto, Ontario

character and a circulating system of some kind is really a necessity in this climate anyway, as the expense of heating with all outside air twenty-four hours in the day is almost prohibitive.

The Cold Air Faces.

The cold air faces on first floor plan are shown near outside walls, where it is usually most convenient to have them and the air from class room circulates through these into the spaces between joists which are ceiled across at bottom and on to the flange collars indicated by circles where round galvanized pipes attach to connect with cold air shoes at bottom of casings.

The outside fresh air intake pipe extends from the most convenient basement window overhead to a point near furnace then drops obliquely to connect with cold air shoe at back of casings and eight or ten inches above the base ring. The cold air shoe for outside air differs from the return cold air shoes only in having a box projection inside the castings to force the air upward, thus doing away with any possible interference with the inside circulation.

One very essential and necessary condition for the successful operation of either the room heater or the furnace plant described above is a chimney flue large enough to carry the required ventilation and also the smoke products. Twelve inches square inside measure is about as small as is practicable for a school room seating twenty-five or thirty pupils, but for a larger building the flue should be at least twelve by sixteen.

WELSH TIN-PLATE TRADE.

Considerable excitement has been occasioned on the Walsh tin plate market through an offer made by an American company of 3,000 tons per month of steel bars for use in the manufacture of tin plates. The offer was made at a figure equal to $26.15 per ton f.o.t. in Welsh ports, but this is considered excessive by local users. Steel bar producers in Spain are constantly seeking an opportunity to introduce their merchandise and to capture at least a share of local orders. However, according to analysis, the Spanish steel is not yet regarded as suitable for the manufacture of tin plates. The requisite quality is well understood by American manufacturers, because in preceding years they have supplied the requirements of some local factories and experience thus gained would make it superfluous in this report to go into the qestion of assay.

The total quantity of steel bars used in the local tin plate industry for 1907 up to middle of December was close to 800,000 tons representing a value of about $20,000,000. This steel is produced in Wales and the South Wales Siemens Steel Makers' Association, established in 1906, produced the bulk of the above quantity,

As far as orders for tin plates are concerned the trade in Wales is brisk, but prices obtained are considerably lower; however, were the costs of the raw material less inflated the outlook to the Welsh manufacturer would be at least gratifying. The tin ingot is a peculiar market, governed by a few. Other materials, including coal, are very high, the latter being easily 30 per cent. above normal.

The success of the Welsh manufacturer in being able to keep his factory in complete operation and at the same time combat the present inflated prices of goods necessary for his business is attributed to: First, carefully economizing in every branch the cost of production; second, particular attention to all suggested improvements; third, vigilant attention to the demands and requirements of the new markets in China, Japan, India and Australia. In the mills, extreme care is exercised in every way to minimize loss, and the steel bars are invariably cut with such precision as to make "bar ends" as light as possible, while there is very little scrap at the shears. Every boiler used for steam generating is fitted with forced draft appliances and the steam pipes are always covered with an asbestos mixture. All this means economy.

During recent years the finishing departments, particularly the tin house, have been revolutionized. A new patent riser and lister is now perfected and being introduced and will be an important improvement, capable of producing a better surface to the finished article and at considerably less cost.

FOUNDRYMEN'S CONVENTION.

A meeting was recently held to make preliminary arrangements for the convention of the American Foundrymen's Association, which is to be held in Toronto during the second week of June. The meeting was called by L. L. Anthes, vice-president of the American Foundrymen's Association, and the different organizations and bodies interested in this convention were represented. The exhibits will probably be made at the Toronto Exhibition grounds, $12,000 being spent by the association last year in the mere placing and arranging of the exhibits, and altogether over $40,000 was spent by the exhibitors and the association.

Canadian foundrymen should take advantage of this opportunity to make themselves familiar with the recent advances in foundrymen's machinery and supplies, and in the advances in the methods of manufacture, as will be brought out in the papers presented at the convention, and by the large exhibits. Affiliated with the American Foundrymen's Association are the Brass Founders' Association, and the Associated Foundry Foremen's Association. The Brass Manufacturers' Association has expressed a desire to visit Toronto at the time of the convention.

Any suggestions from any of the foundrymen or foundry foremen throughout Canada which might be of help to the committee, which is now being drawn up, in making arangements for the convention in June, will be very much appreciated by this committee, of which L. L. Anthes, of the Toronto Foundry Co., will be chairman.

The secretary of the American Foundrymen's Association estimates that if the Canadian foundrymen turn out as is to be expected, there will be fully 2,000 at the convention.

AMOUNT OF AIR SUPPLY.

The amount of air to supply has bothered many of the younger furnace men. One reliable way of arriving at the amount is to figure the area of the different hot air outlets and provide a cold air supply area of equal amount to their total. Some provide an area of two-thirds of this amount, which is sufficient when the thermometer is near zero. Others provide three-quarters which is better adapted to the milder weather and still others provide a supply area equal to the entire hot air area. And this is best. It is a simple matter to use dampers to cut down the supply, but if the supply is two-thirds or three-quarters it is impossible to increase it in the spring and fall months, when the furnace must be run and the supply is at so high a temperature that even a moderate fire is liable to over-heat the building.

STEEL CORPORATION SUFFERS.

At the meeting of the directors of the United States Steel Corporation last week, Chairman E. H. Gary submitted the report for the last quarter of 1907, showing a falling off in the unfilled orders on hand to 4,624,553 tons and a drop in net earnings to $32,559,995. These figures reflect the contraction that has taken place in the iron and steel industry in the United States. The orders on hand are the smallest since September 30, 1904, when they stood at 3,027,436 tons. The net earnings, which were slightly better than had been expected, compare with $43,804,285 for the quarter ended September 30, 1907, and $41,744,964 for the corresponding quarter of 1906. The surplus after dividends and all charges for the quarter ended December 31, 1907, was $3,359,274, as compared with $4,911,711 in the previous quarter, and $3,324,545 in the corresponding quarter of 1906.

U. S. WIRE NAIL PRODUCTION.

The following table gives the production in kegs of 100 lbs. of standard sizes of cut nails and spikes cut from plates from 1896 to 1906 in the United States; also the production of standard sizes of wire nails during the same period. The maximum production of cut nails, 8,160,973 kegs, was reached in 1886; of wire nails, 11,926,661 kegs, in 1904:

Year	Cut Nails	Wire Nails	Total.
1896 ...	1,615,870	4,719,860	6,335,730
1897 ...	2,106,799	8,997,245	11,104,044
1898 ...	1,572,221	7,418,475	8,990,696
1899 ...	1,904,340	7,618,130	9,522,470
1900 ...	1,573,494	7,233,979	8,807,473
1901 ...	1,542,240	9,803,822	11,346,062
1902 ...	1,633,762	10,982,246	12,616,008
1903 ...	1,435,893	9,631,661	11,067,554
1904 ...	1,283,362	11,926,661	13,210,023
1905 ...	1,357,549	10,854,892	12,212,441
1906 ...	1,189,239	11,486,647	12,675,886

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Best Quality and Finish

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Announcement

M. R. M. CO.

New Cold Process Horse Nails

As the jobbers and wholesalers are selling Horse Nails at a price per box, and we have been requested to adopt the same course, we take this opportunity of announcing to the trade that in future we will sell our Horse Nails at a base price per 25-lb. box. Base sizes : 10, 11 and 12.

EXTRAS FOR OTHER SIZES :

No.	9	8	7	6	5	4	3
$	.10	.20	.40	.65	.90	1.15	1.65 per box.

If you have not had samples of our NEW COLD PROCESS HORSE NAILS, write us for them at once.

The Montreal Rolling Mills Co.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Recent Inventions.

F. J. Boehl, Spokane, Wash., has invented an improved wire window screen so constructed to leave openings in the sides by means of which flies may make their escape from a room but will be unable to return.

W. G. Asmus, Cleveland, Ohio, has invented an improved automatic sprinkler adapted for use in warehouses, factories, etc., in connection with the water supply. Acting under the abnormal increase of temperature to distribute water preferably in a spray in the surrounding space.

H. S. Blood, Botteneau, N.D., has invented a stove pipe joint, fitted with a key which forms a connection throughout their circumference, and by thus securing continuous locking between the part the chances of disconnection or breakage of the sections from an unusual strain are lessened.

A furnace grate was invented recently by M. Washburn, Ossington and R. D. Granger, New York. The object of the grate is to provide a system of connected sections, each containing a number of pivotally supported grate bars, and a means for operating the various sections independently.

A. H. Lovejoy, Red Bank, N.J., has invented a new heating system for use in any building, the object of the inventor was to provide a heater made in sections each of which is practically complete in itself. Any number of sections can be placed together according to the amount of heat needed.

R. C. Ezekiel, Carbon Hill, Ala., has invented a vegetable cutter, the knives of which are so arranged as to enable the operator to slice vegetables at different thicknesses. It is an improvement on that class of slicers in which the vegetable is reciprocated over the cutter or cutters fixed in a suitable base or support.

G. H. Garrison, Olympia, Wash., and W. A. Hillis, Portland Ore., have invented a gun sight, particularly adapted for use on single-barrel shot guns. The object of the invention was to provide a durable sight which may be securely mounted upon the barrel and provide a sighting groove to be used in connection with the foresight of the gun.

J. W. Chapman and C. C. Foss, Barwick, Ga., have invented an improvement on nut locks, which permits the nut to be turned home, will hold the nut securely and can be released when desired to permit the bolt to be turned off without any injury. The invention can be used on ordinary nuts without changing the structure.

J. L. Brown, Brookville, P.O., has invented an improved pipe wrench in which a chain is employed as the gripping member. The chain is pivotally operated by means of a ladder provided with means for working the free end, the chain passed around the pipe or other object.

Railway Construction.

It is understood the C.P.R. will build a road from Vancouver to Seattle. The ground has recently been surveyed for the company.

The C.P.R. has issued new stock to the value of $28,000,000. The money will be spent for grading and double-tracking Western lines and in building proposed branches.

Foley Bros & Larson, Winnipeg, have received the contract for the construction of 126 miles of line on the G.T.P. between Edmonton and Wolfe Creek. The contract price agreed was between $40,000 and $50,000 a mile.

Industrial Development.

The Rapid Tool Company, Peterboro, suffered a severe loss by fire on Feb. 1. The blacksmith shop was gutted and several other buildings damaged by smoke.

The statement, that the Brass and Steel Goods, Limited, had established a plant at Campbellford, was not correct. The above company have recently established a plant at Belleville.

The annual meeting of Hundred Thousand Club, Calgary, resulted in the election of the following officers : President, S. L. Jones ; vice-president, A. T. Linton ; secretary-treasurer, Charles H. Webster.

The St. Maurice Lumber Co., Three Rivers, who recently purchased the property on the Restigouche River, operated by the Dalhousie Lumber Company, have decided to expend $150,000 for a new mill.

Herbert S. Ashton, of London, Eng., is organizing a company in Victoria for the purpose of manufacturing Rami goods. Rami is a fibre imported from China, India and Mexico, which, when woven into yarn, is said to be several times as strong as either cotton or silk.

The Canadian Steel Rolling Mills Company will build a branch at Campbellford, the building for which will cost $60,000. In return the town has granted a free site, exemption from taxes and electric power at $10 per h.p. The company will manufacture sheet and bar steel.

The Northern Iron and Steel Company are planning to reorganize. A meeting of the stockholders of the company was held in Toronto last week and it was decided by the vote of a large majority not to assign, and a committee was appointed to initiate a re-organization.

Standard Implement Company, Limited, is the name of a new company organized to take over the interests of J. B. Donald, manufacturer of farm implements, London, Ont., and to manufacture and conduct a foundry under the above name. The company will be incorporated at $75,000, and the provisional directors will be, J. B. Donald and C. P. Heal, London, and E. C. Greenlee, Chicago.

Companies Incorporated.

Collingwood Hardware, Limited, is the name of a new wholesale and retail hardware company, incorporated at Collingwood. The company has a capital stock of $40,000, and the provisional directors are : W. D. White, F. W. Gregory, R. H. Breeze, E. M. White and Frances White, all of Collingwood.

The T. E. Bissell Company, Limited, has been incorporated, with a capital of $150,000, to manufacture and sell all kinds of farm implements and machinery. The head office of the company will be at Elora, Ont., and the provisional directors named are, T. E. Bissell and George Hunt, Elora, and Robert Ewing, London.

The Canada Southern Oil and Gas Co., Limited, has been incorporated, The capital stock subscribed is $100,000, and the head office of the company will be located at Tilbury. The provisional directors are, J. C. Tremblay, Barnable Billard, Ephraim Geroux, Harold Calwood, Elora, and J. D. Wiesner, Hartford, Conn.

The Babb Hardware Co., Ltd., has been incorporated, with a capital of $60,000, and headquarters at Portage la Prairie. The directors are : Alfred Babb, George Kerr Kirkland, merchant; James Armour Lindsay, manager; Jas. Brandon, tinsmith, and Ewan Alexander McPherson, barrister-at-law, all of Portage la Prairie.

Building Notes.

Burnaby, B.C., will spend $12,000 on a school house during 1908.

H. Hutson, Toronto, will erect a series of brick and rough-cast dwellings to cost $16,000.

The contract for the new Government building to be built at Simcoe, has been let to Schultz Bros. for $25,400.

The Sterling Bank, Toronto, has taken a permit to make alterations on their property to the extent of $4,000.

An addition to the building of the Children's Aid Society, Toronto, will be erected this year at a cost of $9,000.

The work of building a new union station at Winnipeg will be started early in the spring and pushed to completion.

The Hospital Governors, Hamilton, have decided to build another storey to the hospital for fever patients, to cost $10,000.

Building permits issued during January at Vancouver total $222,235. The figures for the same month in 1907 were $187,265, an increase for 1908 of about $35,000.

Five new residences are being built in North Vancouver, the permits all being taken on one day by different parties. Reports from the Pacific Province state that building operations are brisk and that the fine weather is bringing out numbers of home seekers.

A Paint Catechism

By G. B. Heckel.

77. What is "Alligatoring?" An incomplete form of peeling, where the paint cracks into large segments, one end of the segment loosening and curling back from the surface, while the other end remains firmly attached, the surface remotely resembling the back of an alligator. When the alligatoring is fine and incomplete it is usually termed "checking."

78. What is the cause of "Alligatoring?" Heavy coats of paint applied to unseasoned wood will alligator, especially if the paint be slow drying, tough and inelastic. Rosin drier in zinc paints is said by Toch to be the chief cause of the form known as "checking."

79. What is the remedy? Scrape or burn the old paint off and repaint with thinner coats.

80. How may chalking, peeling, flaking, alligatoring, etc., be avoided? By the selection of a properly prepared paint and its proper application to a surface in fit condition for painting,

81. What is a properly prepared paint? A paint in which the ingredients are selected with due regard to their physical and chemical characteristics and thoroughly amalgamated into,a homogenuous mixture, extremely fine grinding of the pigments being also essential.

82. What is meant by the proper application of paint to a surface in fit condition for painting? The "proper application of paint" has reference to the consistency of the paint when applied, to the method of application, and to the time allowed to elapse between coats. The fitness of the surface for painting refers to its cleanliness, the nature as well as the condition of the wood, and the state of the weather at the time of painting.

83. How should the consistency of the paint be varied for different surfaces? The painter should understand these requirements. The priming coat, being the one on which the adhesion of the entire paint film depends, should be most carefully considered. It should be sufficiently liquid to penetrate every pore and irregularity of the surface, carrying with it particles of the pigment; but this fluidity must not be obtained at the cost of the future strength of the dried film. For the priming coat it is customary to add a quantity of oil and some turpentine or benzine. It is easy to overdo both. Only enough of the volatile thinner should be used to avoid a high gloss, to which subsequent coats will not readily adhere. Hard, unabsorbent woods require a thicker priming coat than spongy woods, such as poplar, soft pine, etc. Resinous woods, like yellow pine, again, require special treatment—a preliminary varnishing of knots and resinous spots with shellac, and subsequent priming with a fluid priming coat containing an excess of turpentine.

The second coat, which in many instances is also the finishing coat, should be tempered accordingly. If there are to be three coats, the paint should be slightly reduced with turpentine or benzine, so as to promote amalgamation with the priming coat, and to reduce the surface gloss. If it is to be the finishing coat, prepared paint of the average consistency can be used without reduction, but a very little turpentine is sometimes desirable to assist penetration and adhesion.

The third or finishing coat should usually be employed as it comes from the can. In the case of all coats, thorough, hard brushing is essential, and a round brush is always preferable to a flat brush. The failure of paint is frequently due to insufficient "elbow grease" with the brush.

Every coat of paint should be completely dry throughout before the next coat is applied; but it is a mistake to allow a priming coat to "weather" and become weakened before painting is continued.

Will You Stock Success?

Do so, and your customers will buy it. In every tin we send out of FLOORGLAZE ENAMEL it is overflowing with success for the agent who sells it, the consumer who uses it, and for ourselves as manufacturers. One tin sold will sell a whole lot more tins.

Put up in 10 shades, send for color card.

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Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

Too much drier or japan, or cheap rosin japans are at the bottom of many paint failures. The manufacturer of a scientifically prepared paint will introduce the proper kind and quantity of driers into his formula, and none should be added in use.

(To be continued).

Paint and Oil Markets

MONTREAL.

Montreal, Feb. 7.—Snow and blizzards have impeded the work of the traveling staff of the various concerns, and orders have been slack this week. There has been no change in prices, and the situation is very dull. Turpentine remains firm at last week's advance, while ground white lead has shown no further sign of weakness.

Turpentine—Arrivals are very slow, owing to the snow blockade, and quotations are in consequence extremely firm. A good round lot would be hard to obtain, but buyers are cautious and are only purchasing for immediate wants. We quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Linseed Oil—There is no change in price to note. Shipments are not over brisk and the market may be described as being steady and unchanged at raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Ground White Lead — This article is moving, perhaps, more freely than any other item in the market. There is such a contrast in present quotations compared with those prevailing a year ago that nervousness seems to have been dissipated, and buyers are coming forward freely. We quote: Government standard, $6.25; No. 1, $6.

Red Lead—There is very little business doing, and prices are nominally as follows: Genuine red lead, in casks, $5.75; in 100-lb. kegs, $6; in less quantities at $6.75 per 100 lbs. No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

Dry White Zinc—There is a slight improvement noticed in the demand for dry white zinc. Prices remain as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Unlike white lead, there has been no fall in quotations. The lower basis of genuine white lead as regards price has apparently affected the shipment of white zinc ground in oil, without, however, changing the quotations which are as follows: Pure, 8½c; No. 1, 7c; No. 2, 5½c.

Varnishes—Shellacs have eased off in value, and this has encouraged a little more business. The factories still buy very carefully but the makers of varnish are carrying ample stocks with a view to a stronger demand later on.

Putty—This line is extremely quiet, and some grinders have for the time being ceased manufacturing. The demand, however, is improving. We quote: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty in barrels, $1.95.

TORONTO.

Toronto, Feb. 7.—The extreme cold weather and heavy snow falls which have marked the first week in February have set back orders in the local market to a great extent. At present the market is very dull and no changes in quotations have taken place during the week. Travelers who were caught in small towns are again in touch with their firms, so the inactivity of the week will be only short-lived.

Turpentine—There are reports of another raise in the price of turpentine from the south, but at present local jobbers are still quoting last week's prices. Several shipments have arrived during the week and others are expected, so the supply is again amply sufficient for any demand likely to be met for some time. Buying is still cautious, most dealers buying for immediate needs only. We still quote; Single barrels, 75c; 2 to 4 barrels, 74c. Less than barrels, add 5c per gallon.

Linseed Oil—This commodity remains firm and the demand for larger shipments is on the increase. No further change has taken place on the foreign market and the expected advance in prices has not yet overtaken the local markets. Shipments for Toronto have been impeded by the snow blockades during the week and as a result the supply at present is comparatively low. We still quote: Single barrels, 60c; 2 to 3 barrels, 59c; 4 to 9 barrels, 58c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms, net, 30 days.

White Lead—No further change has taken place during the week; the market is dull and uninteresting. The revision of prices quoted in last week's report still prevails, with no demand. The market is in an unsettled state. Prices for this week are as follows:—Genuine white lead, $6.25; No. 1, $6.

Red Lead—Prices remain firm and the demand continues fair considering weather conditions. The prevailing belief in local circles is that the bottom price has been reached and though a rise has not been predicted, a revision is apt to overtake the market in the near future. We still quote: Genuine, in 100-lb. kegs $6; Genuine in 560-lb. casks, at $5.50; No. 1, $5,

Petroleum—An average winter demand exists at present and no change in prices has occurred during the week. Quotations remain: Pratt's Astral, 17½c; water white, 15c, and prime white 13½c.

Glass and Putty—Glass is moving freely at present at a small increase in quotations, and the demand for putty is beginning to assume spring proportions. Prices of putty remain unchanged:—Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Shellac—Prices remain firm with a

Covering
The Largest Surface.

Protecting
It For The Longest Time.

These are two reasons why people who paint are making it worth the dealer's while to handle

BRANDRAM'S B. B. Genuine White Lead and English Liquid House Paints

BRANDRAM-HENDERSON, LIMITED

Manufacturers

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Does Your Paint Department Need a Spring Tonic?

Has it been running behind, business poor, customers failing to return, or complaints numerous?

Then, there is something wrong. Either the brand you are handling is unpopular or your own business methods are at fault.

More likely to be the former, eh? Then, change off, get a live brand, one with quality back of its advertising.

We have it in

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PAINTERS' ORDERS



Hamilton, Ont., Jan. 20th. '08
Messrs. Benjamin Moore & Co. Ltd.,
Toronto Jct., Ont.

Dear Sirs:—Having used your "MURESCO" for the last two years while employed by others in this city, I am convinced that it is the best product of its kind in the market today, and having opened up a shop for myself will you please forward me your price list sample Colors, and other advertising matter that you send out, as I intend to make this branch of my business a specialty.

Yours truly,
F. SKEDDON.

This is only one of many similar letters we have received. Handle MURESCO and the painter's orders are yours.

Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.
EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

YOU DON'T TAKE COUNTERFEIT MONEY

Let the same principle apply when you buy green, either dry or ground in oil. There is only one

Imperial French Green

that is genuine. Made since 1863 by

JOHN LUCAS & CO.

New York Philadelphia Chicago

fair demand at present. Competition is very keen at present, and reports of some cutting have been noted. Prices remain: Pure white, in 5-gallon lots, $2.25; pure orange, $2; and No. 1 orange, $1.90.

Varnish—The demand is fair and prices remain firm. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

TESTS FOR LINSEED OIL.

This is the time of year that dealers are buying their stocks of paint for the coming season and the importance of having the paint mixed with pure linseed is apparent. Adulterated oil is in the market and with the comparatively low price of linseed at present, the "doped" oil must be sold at a price so near to the value of the pure, that it is a rank imposition on the buyer. When the oil buyer can get pure linseed at 59c a gallon it is sheer folly for him to buy adulterated at any price. Test all oil, and if it proves to be mixed with fish oils, animal oils or minerals oils, don't buy it. There is no possible justification for either buying or selling adulterated oil.

Pure linseed oil is straw-colored in its raw state and amber when boiled; it weighs approximately 7½ pounds per gallon, boils at a temperature of 320 degrees centigrade, or 640 degrees Fahrenheit, and its specific gravity at 59 degrees is .9290 raw, and .9411 boiled. A chemical test which may easily be used by any dealer is to put equal parts of the oil and nitric acid in a small bottle and shake up, then allow the mixture to stand for about half an hour, after which, if the oil is pure, the upper stratum will be green and the lower colorless; if adulterated with rosin oil, the upper stratum will be black,; with mineral oils, brown or yellow, and with fish oil a deep reddish brown, and in this latter case the lower stratum will take a deep red or cherry color.

The hydrometer test is not always available, as dealers as a general thing do not have a hydrometer. This test is, however, used by large paint manufacturers and is very reliable. The specific gravity of pure linseed oil in its raw state is .9290. Determine the specific gravity of the oil under test and if it is less than the figures of pure oil, the presence of a lighter oil, such as petroleum or cotton seed, is indicated, and if greater, one or more of the heavier mineral or fish oils has been used. In working this test, it is very important to be accurate and by determining the specific gravity about four times and taking the average as the correct figures the result should be found to correspond with the given figures, or the oil is beyond doubt adulterated.

The freezing test is very simple and also accurate and will probably be of more general advantage to the average man than any of the other tests for reason of its simplicity. Prepare two glass vials or bottles with the oil, one of which is pure, the other, oil to be tested, and immerse in a quantity of crushed ice and salt mixed in the proportion of two to one. If the oil being tested is pure it will solidify at the same temperature as the sample experimented with, namely, at about 17 degrees below zero. If the oil under test freezes at a temperature around ten degrees, it is adulterated with cottonseed or petroleum.

A simple test may also be made by dropping pure oil into a vessel containing adulterated oil. Let a drop of pure oil fall into the adulterated oil. If the oil goes to the bottom it means that oils of a lighter specific gravity than linseed are contained, if the drop floats it is equally sure that oil of a heavier specific gravity is used, but if it mixes evenly with that of the oil being tested it is a sufficient guarantee that the oil is pure.

These are a few of the simpler tests for determining the purity of linseed oils, and any one of them, if carefully followed out, will prevent a dealer from stocking an adulterated oil very inferior in quality and unsuitable for mixing with the other ingredients used to manufacture pure paint. It will pay the dealer when offered linseed at a quotation below the value quoted on the market, to test very carefully and to promptly reject any oil not conforming to the standard.

SOME THINGS TO KNOW.

In handling house paints, the dealer can avoid much trouble, do away with countless "kicks" from irate customers, and do much toward popularizing the brand of house paint he sells by informing himself in regard to the surfaces upon which the paint is to be applied.

Paint must have a clean, dry surface to adhere to. If applied over old paint that is blistered or is scaling and peeling off, it cannot be expected to hold. The old paint comes off and carries the new paint with it. This is the cause of more complaints and trouble than any other.

In repairing an old house, the first requisite for a successful job is to remove every particle of loose, scaly paint with scraper or wire brush. As a general proposition, two coats should be applied on old work, for the reason that the old paint absorbs so much oil from the first coat that sufficient is not left on the surface to insure durability and weather-resisting qualities.

On new work these coats should be applied to secure the maximum wear.

Paint should never be applied on damp lumber or in damp weather. The chances are that it will blister and peel off, because the moisture in the wood will be drawn out by the sun and will force the paint off as it comes out.

Be careful to caution customers to follow directions as to thinning, and applying house paint. If this is done, the dealer's troubles are "nil."

Another thing is to see that each coat of paint is dry all the way through before applying next.

There are "seasonable goods" in paints as in other lines. The progressive dealer will recognize the benefit derived by bringing such goods to the front and pushing them.

WALL BROS., BLEURY ST., MONTREAL, PROBABLY THE LARGEST RETAILERS OF PAINTING MATERIAL IN THE CITY OF MONTREAL, SAY: "OUR CUSTOMERS SEEM TO BE DRAWN TO OUR STORE TO PURCHASE THE CANADA PAINT COMPANY'S COLORS AND VARNISHES BY AN IRRESISTIBLE MAGNETISM."



EVERY SATISFIED CUSTOMER



comes back again and again to your store. That's the biggest "ad" you have. No newspaper, no talk, no anything can bring you similar results.

To satisfy—you must have the goods. Are you sure you have them. Let

RAMSAYS' PAINTS

demonstrate just what we mean. We have the goods. You can have them for the fair price you must pay for the proper quality. Let us tell you about it.

Have you received our new 1908 Catalogue? It's worth having. Drop us a card.

A. RAMSAY & SON CO.
MONTREAL
Paint Makers **Est'd 1842**

Your Opportunity Has Come

to stock up this Spring the most profitable line of paint on the market. That is

NEW ERA PAINT

It is the paint which brings in repeat orders because of its great spreading capacity and lasting freshness.

Standard Paint and Varnish Works Co. Limited
Windsor, Ontario

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Hoyles
Accountant and Trustee, Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

HEADQUARTERS

FOR

Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

A High Grade Paint at a Moderate Price

is undoubtedly a boon to the hardware trade. We set ourselves the task of producing it, and the result is

MOORE'S
Pure Linseed Oil H. C. PAINT

We put the money, which we might have spent in extensive advertising, into the paint; and we can therefore truthfully tell you that no other prepared paint on the market at any price, can vie with it for covering capacity and durability.

Benjamin Moore & Co.,
LIMITED

New Office and Works: TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

There's Profit in Oil

Bowser Self-Measuring Oil Tanks will give you for profits the entire difference between the cost and selling price of paint oils.

No losses from gumming, evaporation, seepage, or careless handling, and labor reduced to almost nothing,—that's why the Bowser will earn money for you.



CUT 9
Floor Tank for Heavy Oils

Outfits which meet YOUR requirements are described in our Catalogue V. Sent free upon request.

S. F. BOWSER & CO., Ltd.
66-68 Fraser Ave., TORONTO

ALABASTINE

is the only Wall Coating, which is extensively and persistently advertised to the general public and is what the people call for when they want anything in the line.

No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is ALABASTINE THEY WANT.

A well-selected stock of ALABASTINE is "as good as the wheat," for repeat sales are invariably the rule once the customer uses it.

Our publicity campaign for 1903 is sure to more than double the already large trade for ALABASTINE.

Our illustrated Catalogue, "HOMES, HEALTHFUL AND BEAUTIFUL," handsome Counter Show Card, Cloth Banners, Tint Cards and other literature, which we supply liberally with every shipment of ALABASTINE help the dealer to create new trade.

The new two-sheet Poster showing an enlargement of the illustration of the Dining Room in "HOMES, HEALTHFUL AND BEAUTIFUL," which we propose posting in large numbers on all the Bill Boards in Canada during the Housecleaning Season will be a "SURE WINNER."

Get ready to supply the large and growing demand for ALABASTINE by ordering a full assortment either direct or through your nearest Jobber and DO IT NOW.

The Alabastine Co., Limited, - Paris, Ont.

Secrets of Success
Publicity-Popularity-Profit



The publicity given **Martin-Senour Paint** by its makers is a great factor in producing its wide-spread popularity. We are constantly advertising it in various ways. We are aiding our dealers by that most practical of all business methods—persistent advertising. The

Results Prove It

A healthy increase of trade follows, that brings extra dollars of profit to Martin-Senour paint dealers.

Write and ask us how we do it. Get our special agents proposition.

Write today; we will gladly explain.



The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paints

142-144 Inspector St., Montreal

2514-2522 Quarry St, and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES.

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

The Roofing House of Canada

Leading lines of the reliable goods.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

Alex. McArthur & Co., Limited, 82 McGill St. Montreal

F. J. COX, Winnipeg, Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 7, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb...	0 10½ 0 11
Hallett'	0 10½ 0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 50	15 00
Cut lengths, round, bars, ½ to 2 in...		25 00
Plain sheets, 14 oz.....		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base.....		30 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets			2 75
All bright "			3 75
Galvanized—	Dom. Crown.		Ordinary.
18x24x52	4 45		4 35
60	4 70		4 60
20x28x80	8 90		8 70
.....	9 40		9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¾ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No 3 pig iron.	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron 23 25		23 00
" No. 2 " 22 75		22 50
Radnor, charcoal iron.....	30 00	32 00
Angles	2 25	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined "	2 25	2 50
Horseshoe iron "	2 25	2 50
Band iron, No. 10 gauge	2 10	2 30
Sleigh shoe steel "	2 10	2 30
Iron finish steel	2 15	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 30
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 60	2 80
Mining cast steel.....	0 07½	0 08
Warranted cast steel	0 13½	0 14
Annealed cast steel	0 14½	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. 32 00 $31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C,14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	6 75 7 00
" 14x60, " }	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 50 4 35
Bar, "	4 75 4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25 6 50
Sheets, 3 to 6 lb. "	6 00 6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00 7 50
Part casks.....	7 25 7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25 5 50
Domestic	5 00 5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.
No. 1 compression bath cock.....net 2 00
No. 4 " " ..... " 1 90
No 7 Fuller's..... .... " 2 25
No. 4½, " .... " 2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 35
Square head brass cocks, 45; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 5 p.c
Steam Radiators—50 and 5 per cent
Wall Radiators and Specials—50 and 5 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 58	¼ inch.....	3 41
⅜ "	2 68	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 10 lb... ...	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	....	0 40
2-lb. or over	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol).....	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 45

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
P. D. Dods & Co's "Island City"	1 50
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 25 2 50
Fine orange	2 00 2 20
Medium orange, No. 1	1 90 2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal single bbls	0 17 0 21
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 71
Linseed Oil, raw	0 57 0 60
" " boiled	0 60 0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
" Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's C.P., lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 50
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85		8 50
86 to 90		10 50
91 to 95		12 00
96 to 100		14 00

F.O.B. Toronto Discount—Net. Broken boxes 50 per cent.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" " No. 1	0 90
" " union	0 80
Light oil finish	1 40
Gold size japan	1 80
Brown japan	0 95
No. 1 brown japan	0 95
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 80
No. 1 "	2 50
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 70
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams' kopal varnish, gal.,	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
"Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x8"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00
Chicago and Reliance Coil 25 per cent.	

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount	p.c.
Screw hook and hinge—	
under 12 in	4 75
over 12 in "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheese hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts. 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb.	0 31

BLIND AND RED STAPLES

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	0 00
Canadian sledge per lb.	0 07	0 08
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae.....	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian.....per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in , $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D. discount 35 per cent.
Berg's, bri k. 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " "	....	10 00
" " ¾ " "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter.....per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in , $3.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 14 in., ball bearing, $10.00. 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $3.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in , $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in.. $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 40
3d.....	3 15	3 10
4 and 5d.....	2 90	2 80
6 and 7d	2 80	2 70
8 and 9d	2 65	2 55
10 and 12d	2 60	2 50
16 and 20d.....	2 55	2 45
30, 40, 50 and 60d (base)	2 50	2 40

F.o.b. Montreal.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c.,
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 7½; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

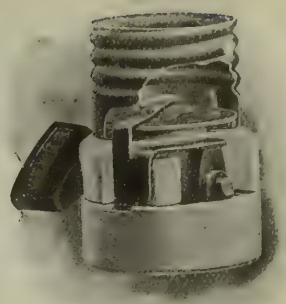


MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 and 10 per cent

KNIVES.

Farriers-Stacey Bros., doz . . 3 50

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss nickel, 60; Japan, 67½; tailors, 40; Seymours, discount 50 and 10 per cent.
Berg's 6 00 12 00

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch . . . . . per 100 ft. 3 80

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 80	
Lift Tubular and Hinge Plain, "	4 75	
No. 0, safety "	4 00	

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright.	2 80	Galvanized	3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.	

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ⅝ $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 70

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHBOARDS.

Cane's, per doz	1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross		7 80
" " "		9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ½ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 09½
500 " standard	0 09½
550 " " manilla	0 10½
600 " " "	0 12½
650 " " "	0 13½

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and ove "		

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Babbitt Metal.
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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans
Acme Can Works, Montreal.
Kemp Mfg. Co., Toronto

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Kemp Mfg. Co., Toronto

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa
Caverhill, Learmont & Co., Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Phillips, Geo ., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
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Enameled Ware
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

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Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
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Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
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Furnaces.
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Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
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Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
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Handles.
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Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
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Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
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Lanterns.
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Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb. Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
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Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

Packing.
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Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
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McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
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Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mils Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

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Greening, B., Wire Co., Hamilton, Ont.

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Armstrong Bros. Tool Co., Chicago

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Clauss Shear Co., Toronto.

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Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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Canadian Sewer Pipe Co., Hamilton
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Clauss Shear Co., Toronto.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
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Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

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Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

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Baglan Bay Tin Plate Co., Briton Ferry South Wales
Ly-agnt, John, Bristol, Newport and Montreal

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Armstrong Bros. Tool Co., Chicago

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Armstrong Bros. Tool Co., Chicago

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Pearson, Geo. D., Montreal.

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Hobbs Hardware Co., London.
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Lamplough, F. W., & Co., Montreal.
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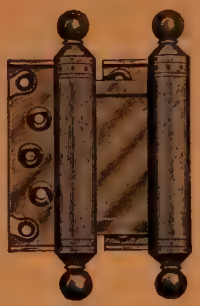
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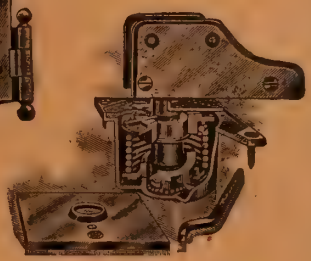
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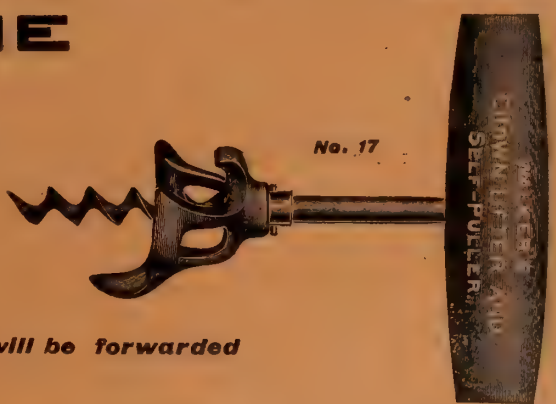
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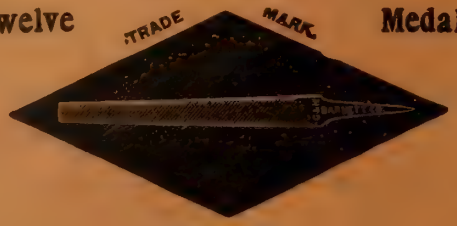
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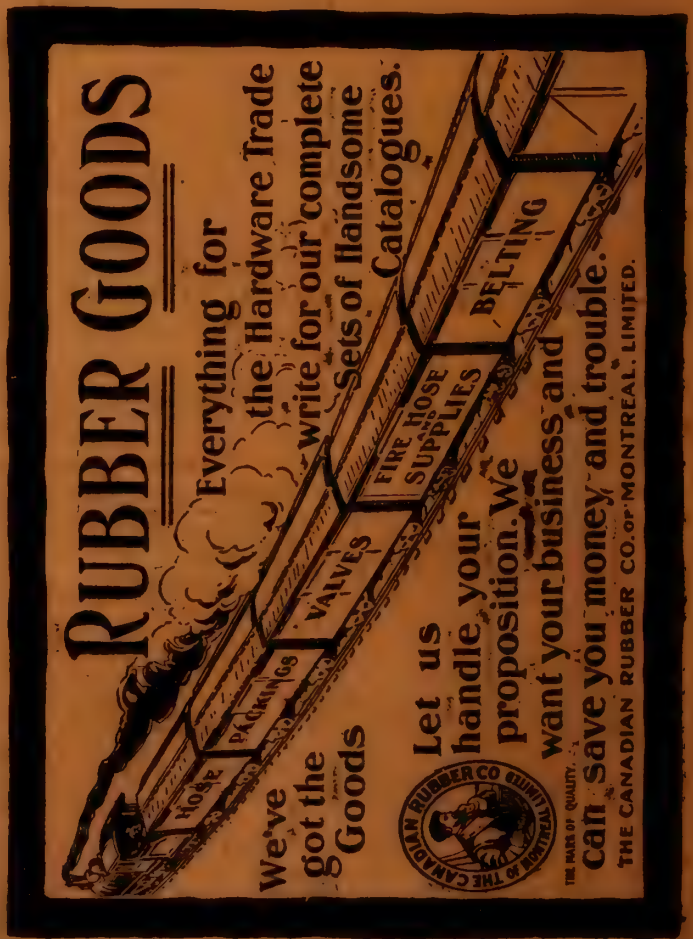
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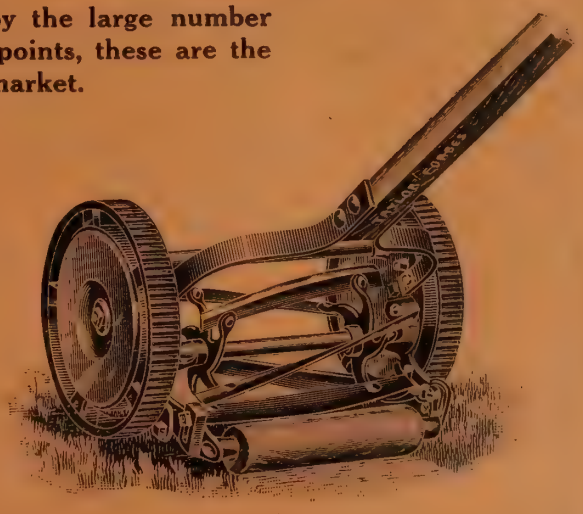
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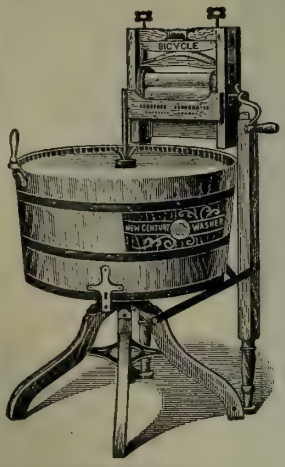
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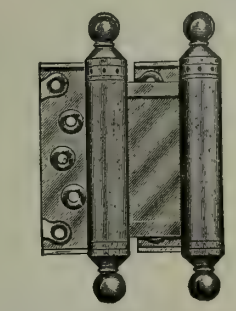
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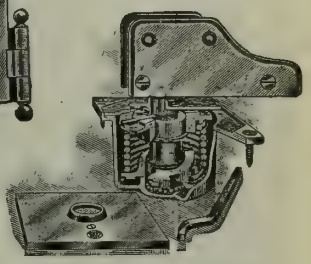
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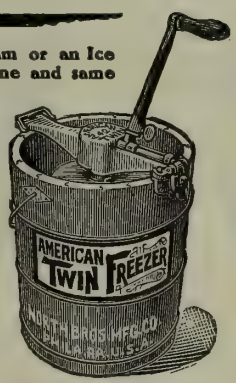
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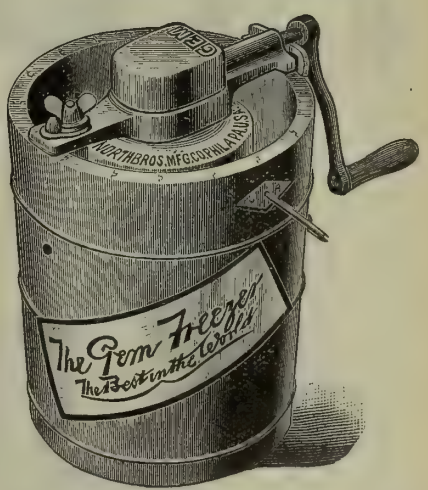
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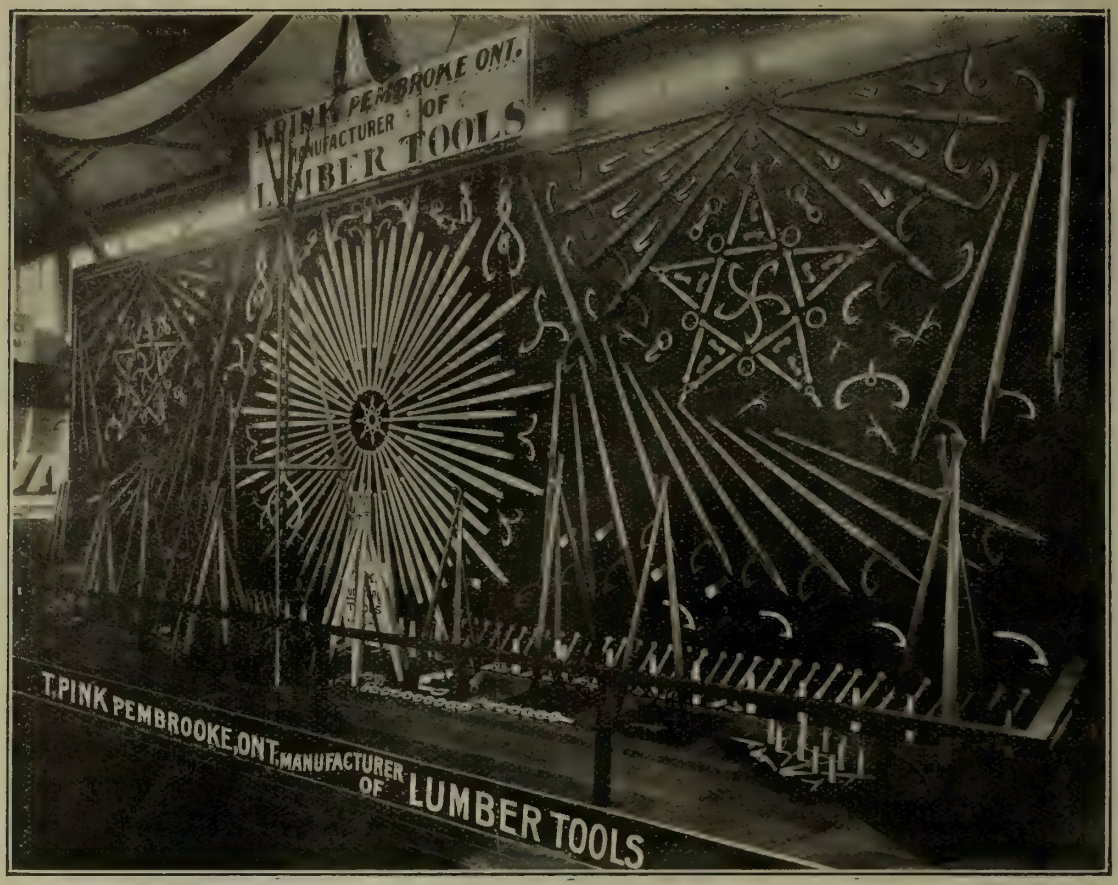
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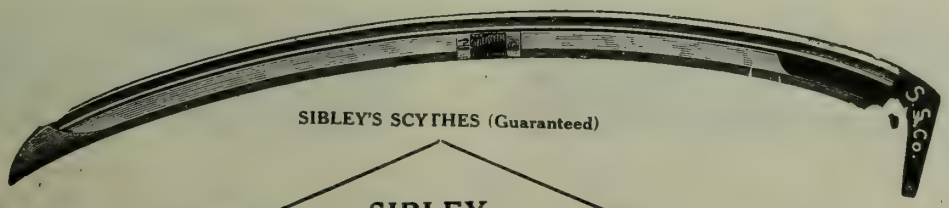
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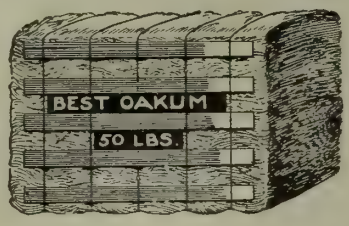
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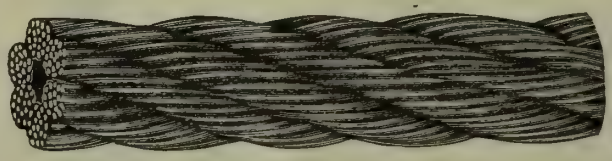
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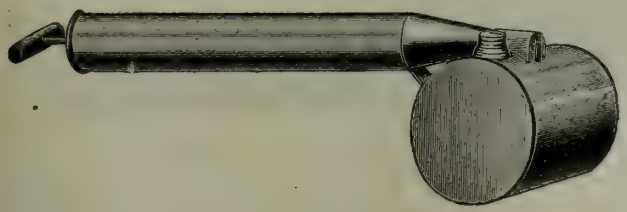
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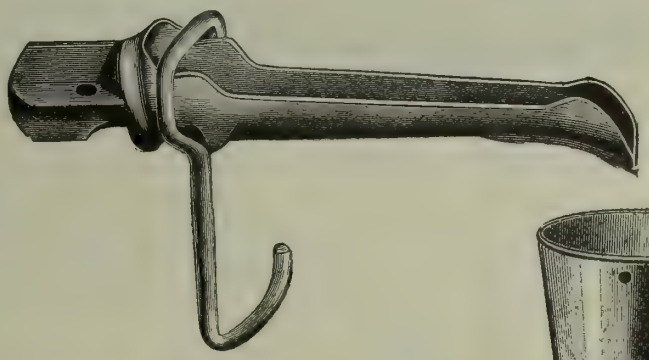
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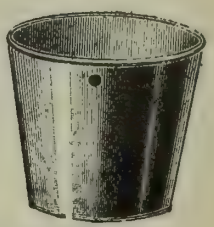
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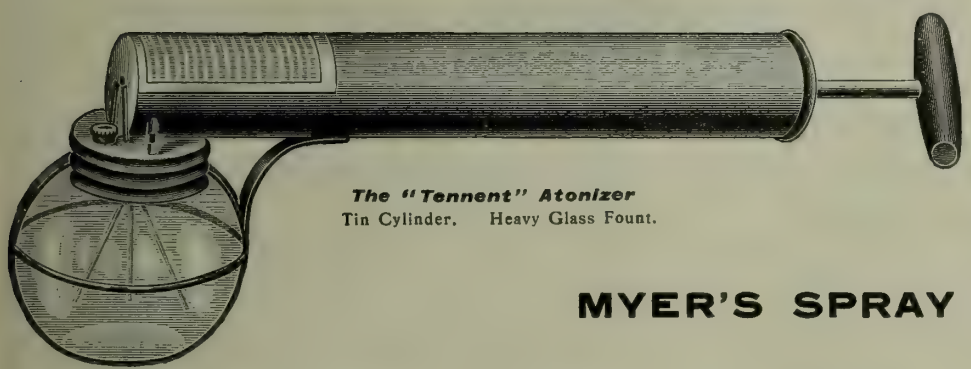
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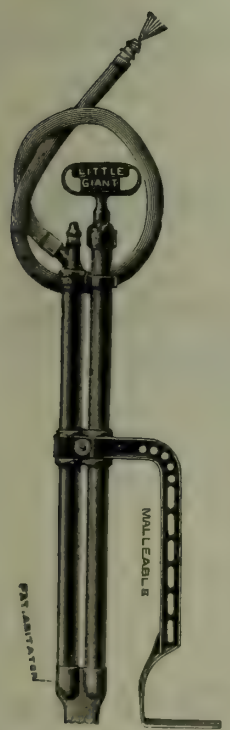
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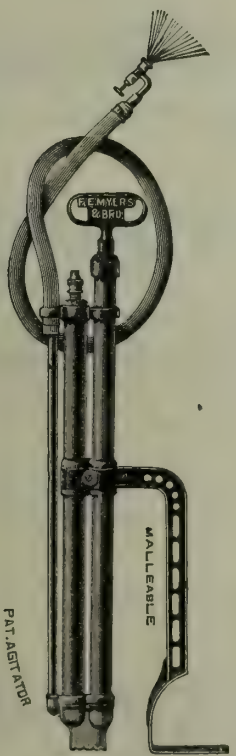
The "Tennent" Atonizer

Tin Cylinder. Heavy Glass Fount.

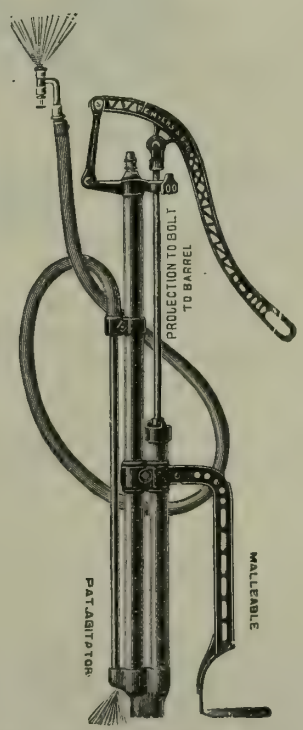
MYER'S SPRAY PUMPS



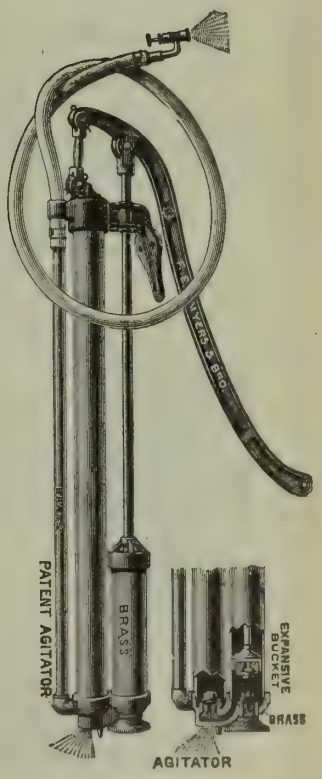
No. 327—Little Giant



No. 325—Imperial



No. 324—Lever Bucket Pump



No. 305—Barrel Spray Pump

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

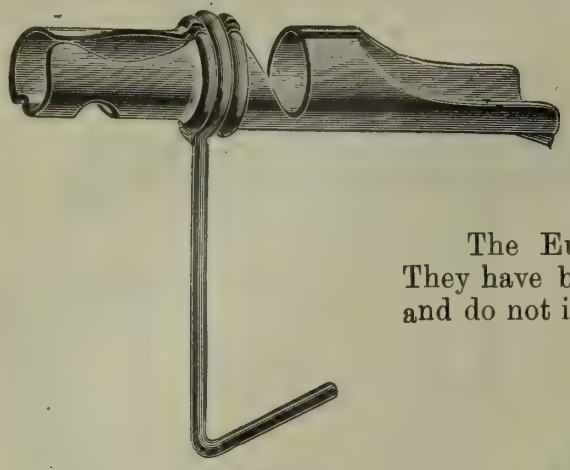
Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

We Ship Promptly

SAP SPOUTS AND BITS



"Eureka" Steel with Hook



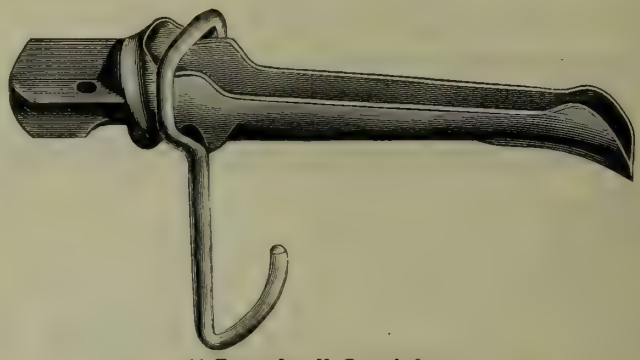
"Eureka" without Hook

The Eureka Steel Sap Spouts are made of heavy steel. They have become very popular because they are easily inserted and do not injure the trees. No leakage.

Packed 100 in a box.

The "Eureka" Cast Iron Sap Spouts are extra heavy, making them strong and durable. They are safe, and secure the full flow of sap.

Packed in cases of 500 to 1,000.



"Eureka" Cast Iron

GILMORE'S

The Gilmore Tapping Bits are the best on the market, and will stand a lot of rough usage. They are made in four sizes: 3-8", 7-16", 1-2", 9-16". Length over all 5".



Gilmore Tapping or Sugar Bit.

COOK'S PATENT

Cook's Patent Tapping Bits are made in four sizes: 3-8", 7-16", 1-2", 9-16".



Cook's Patent Tapping Bit.



Long Pattern.

SAP BUCKETS

Nos.	7, 8, 9, 12, 16
Quarts	4, 5, 6, 8, 12



Boker's No. 697 Tapping Bit.

BOKER'S

Boker's Tapping Bits are made in four sizes: 3-8". 7-16", 1-2", 9-16".

Ask our Travellers to quote, or write direct.

Frothingham & Workman Ltd.

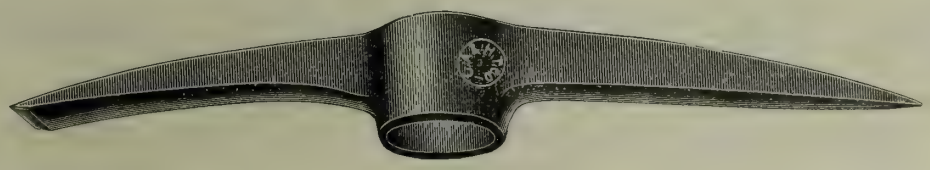
Wholesale Hardware and Iron Merchants

MONTREAL, - - CANADA

F.&W.

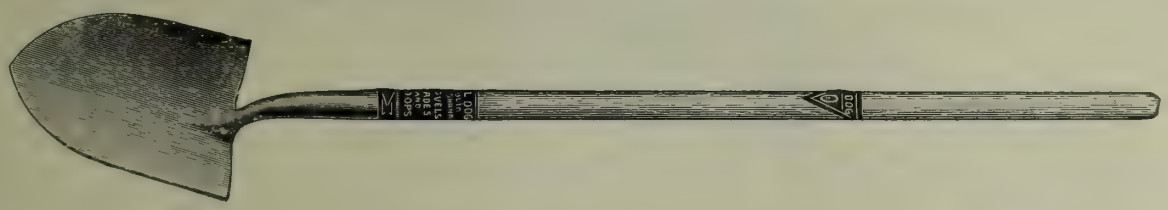
F.&W.

Contractors' Supplies



Our stocks of everything the contractor requires are always large and complete, and we can make prompt shipment. The following are only a few of the many goods we handle :

"Black Diamond" Drill Steel
Crow Bars
Navvy Wheel Barrows
Contractors' Shovels
Rock and Clay Picks
Pick Handles
Chopping Axes
Axe Handles
Fuse and Detonators
Combined Fuse Cutter and Crimper
Sisal and Manilla Rope
Weston's Pulley Blocks
Wood Pulley Blocks
Steel Pulley Blocks
Steel Snatch Blocks
Steel Warranted Decking Chain
B.B.B. Crane Chain
Building Papers
Ready Roofing
Anvils
Bellows
Blacksmiths' Forges
Rivet Forges
Blacksmiths' Tools
Cross-Cut Saws
Cant Hook and Peavies



Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. Warehouse at WINNIPEG, MANITOBA.
Showrooms, TORONTO, 77 York St. OTTAWA, Holbrook Chambers. QUEBEC. FRASERVILLE.

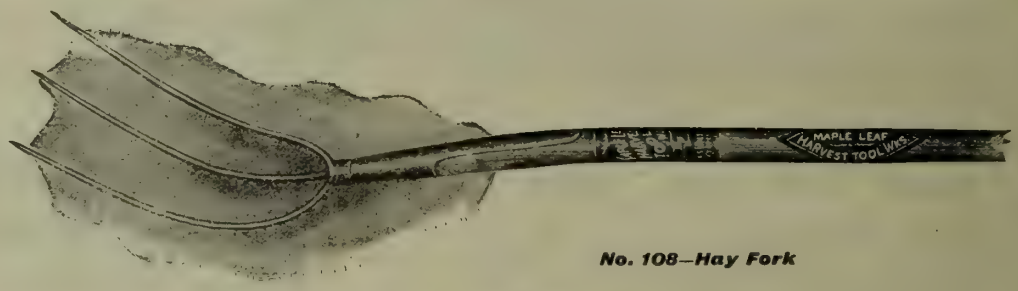
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



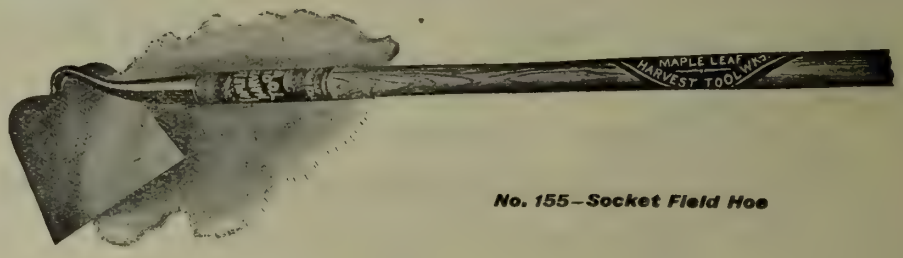
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

1907 Everybody has heard of the 1907
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers. Price, $5.00.
THE MANUFACTURERS LIST CO.
P.O. Box 334 Toronto.
Few copies left, retail trade only, $2-78.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLOTHES HOOKS

Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber, **James & Reid,** Sole Manufacturers, Perth, Ont.

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Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

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Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

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"AUTO-SPRAY."
Compressed air—automatic. Best hand Sprayer in the market to-day.
Liberal terms to the Trade.
CAVERS BROS., GALT, ONT.
Sole agents for the Dominion,

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

PULLEY BLOCKS & CARGO GINS

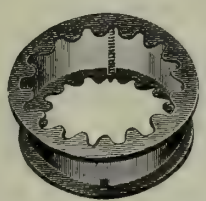


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GALVANIZED MALLEABLE PULLEY BLOCKS.
Large variety of patterns. Single, double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun-Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Ships' Fittings of all kinds.
DAVEY & CO., 58, West India Dock Road LONDON, E.

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STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

THIMBLES



Headquarters for Fireproof Asbestos Stove Pipe Thimbles, (See our latest) also Hand, Automatic, and Compressed Air Sprayers.
We are manufacturers.
Write us.
The Collins Mfg. Co., Toronto

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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Crescent Wire and Iron Works
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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

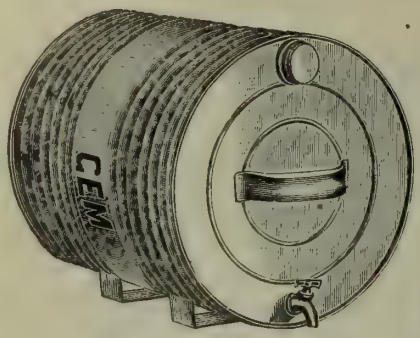
PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

DAVIDSON GEM OIL TANK

(IMPROVED STYLE)

Size: 5 Gallons

Body galvanized after being made up **Fitted with special dripless kerosene tap**



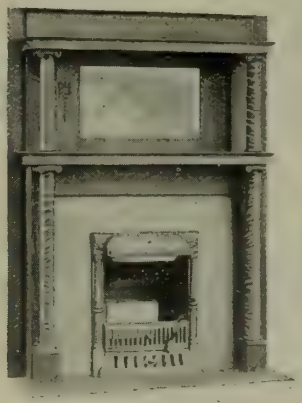
The advantage of the Tank is that it can be carried upright in a waggon or otherwise, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its side (as illustrated), on table or shelf, at convenient height, it is always ready for use, and makes the filling of lamps an easy task.



NOTE.—For this very original Oil Tank we have created a general demand, and any imitations we take as the sincerest flattery.

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Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES

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The Toronto Plate Glass Importing Co., Limited

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

Our catalogue tells about our full line and gives valuable selling points.

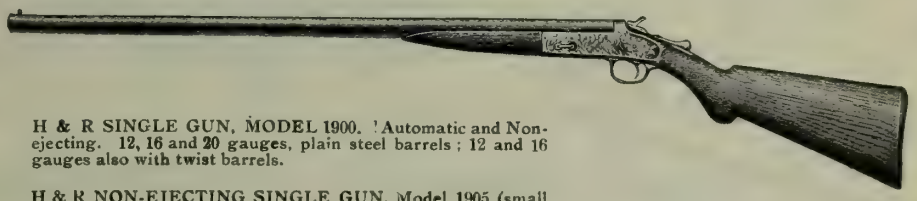
WRITE FOR IT.



Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

H & R ARMS CO. REG. U.S. PAT. OFF.

HARRINGTON & RICHARDSON ARMS COMPANY

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ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

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MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

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SAVE ALL FORGING, 70% GRINDING

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into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

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ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

STRAIGHT TOOL HOLDER

BORING TOOL

PALMER'S HAMMOCKS
AND
ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



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LENO

7/4 AND 8/4
MADE IN NINE COLORS
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36 in. AND 40 in.

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SHOWING 112 COLORED PLATES.

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"Montezuma"	C. P. R.	Line
"Mount Royal"	"	"
"Corsican"	Allan	"
"Empress of Ireland"	C. P. R.	"
"Ionian"	Allan	"

Samples of these goods will be in the hands of our travellers shortly and we will be in a particularly good position to offer our customers special values in new and interesting lines.

E. F. WALTER & CO. MONTREAL

318 St. James Street

BANNER COLD BLAST LANTERNS



Attractive. Substantial. Made from heavy tin plates. The most up-to-date and reliable lantern on the market. Sold by all prominent Jobbers. Orders solicited through the Jobbing Trade. Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

"Esco" Steel Coating

A Preservative For Metals and Wood

"Esco" Steel Coating is put up in the form of paint and is furnished in three colors, black, red, and green. "Esco" Steel Coating will not peel off, crack or blister; it absolutely prevents rust or corrosion; it is gas-proof, acid proof and weather proof; it is the greatest wood preservative known.

ALSO

"Esco" Waterproofing for protecting concrete, brick, stone, etc., against dampness.

Local Agents Wanted.

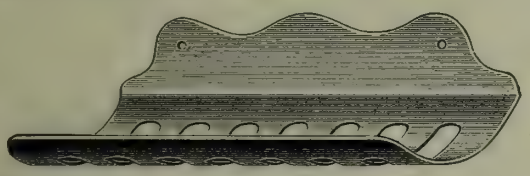
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Eadie-Douglas Co.,
P. O. BOX 438
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Bath-Room Accessories



Stationary tooth-brush holder, nickel-plated on brass plate. Holds six brushes. Openings shown by old English letters.



Comb and Brush Shelf, nickel-plated on brass plate. Just as substantial as it looks. It does not accumulate dirt.

Two fast sellers. All our Bath-room Accessories have **"Forsyth" Finish,** which places them in the peerless class.

Secure our literature. It will interest you.

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This is the
GUIDE POINT
which distinguishes
"RAPID"
AUGER BITS
from all other Auger Bits, and which has a good deal to do with its great superiority.



"RAPID" Bits are made from a special grade of fine steel, and are guaranteed to cut straight and true through wood of any grain. **"RAPID"** Bits are getting more popular every day with good mechanics.

SEND NOW FOR PRICES

The Rapid Tool Co., Limited
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in Hay Rakes. And not only new, but a real improvement upon the old style of rake—an improvement in practical working capacity and enduring strength. That is the

EUREKA RAKE

which we have patented, and of which we are the sole manufacturers. The handle of this superior wooden hay-rake is sawn with the braces in one piece, and is mortised firmly to the head, thus making it extremely rigid. The Eureka Rake is already proving a great money maker for the hardware trade. Are you getting your share?

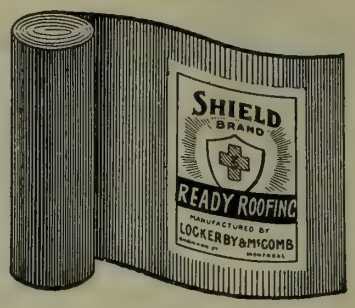
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The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

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MONTREAL

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

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Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes—Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold—about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

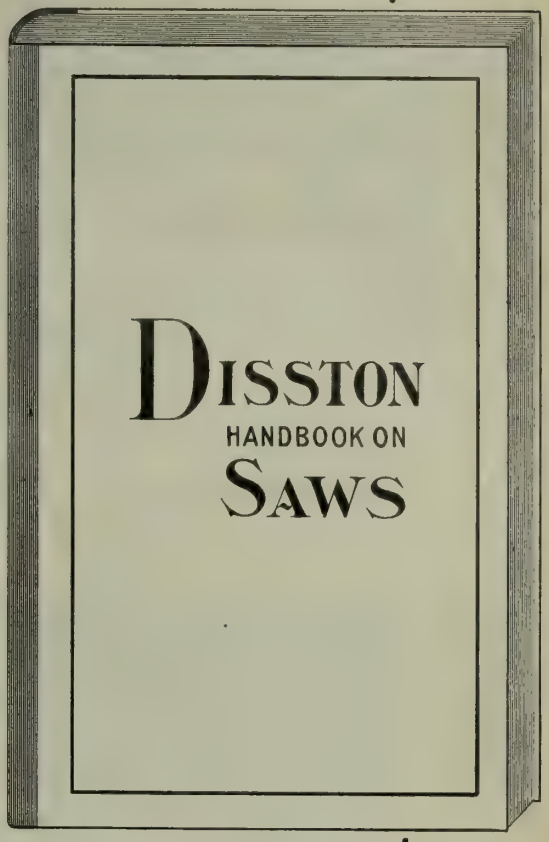
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Brantford, Canada

Montreal Agent; Chas. A. Sullivan
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Yours for the Asking

A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES,** giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.



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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

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CANADIAN WORKS:
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Which wrist will do the most work?



Atkins' Perfection Handle

A distinctive feature of

ATKINS *Silver Steel* SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer Write us at

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Established 1872 at Hamilton, Canada

STEEL BRIDGES AND BUILDINGS

WE MAKE YOUR INTERESTS OUR INTEREST

2,500 Tons, Beams, Angles, Channels, Etc.

IN STOCK, ANY SIZE TO 24 INCHES, ANY LENGTH TO 70 FEET.



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are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

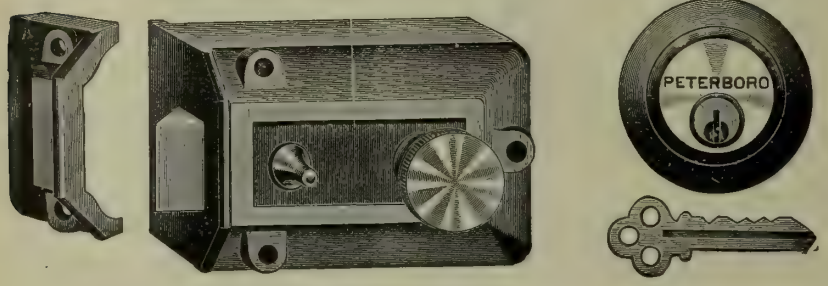
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Three New "Starr" Skates

The New Things For This Year

This year we are making three new patterns of skates. The first is a New Boys' Hockey skate which promises to be very popular. The second is a new welded and tempered skate for hockey use. This is called the "Scotia". Selling at a very low price and being made of a good quality of material it will at once appeal to those whose means will not allow them to purchase the "Regal" or "Velox" or "Mic-Mac" Skates. The third is our new "Starr" Figure skate which we have introduced to meet an increasingly large demand. In the next three issues of this periodical we will further illustrate the merits of these new skates.

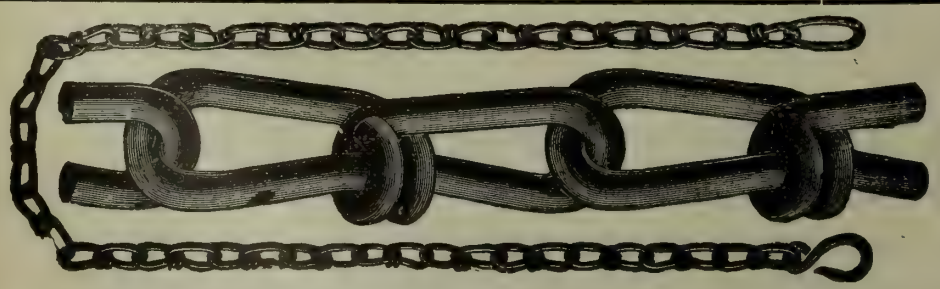
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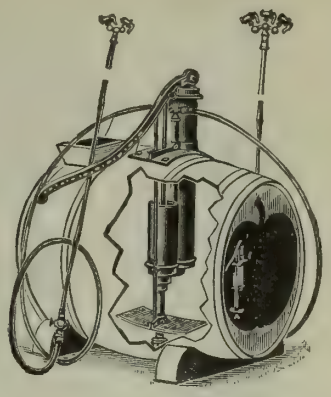
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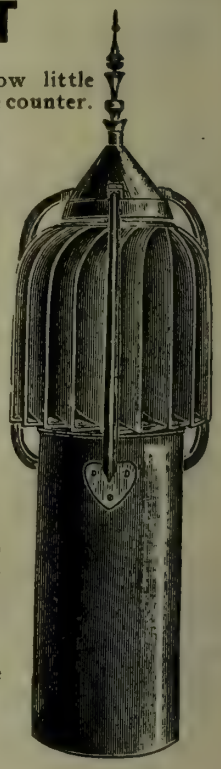
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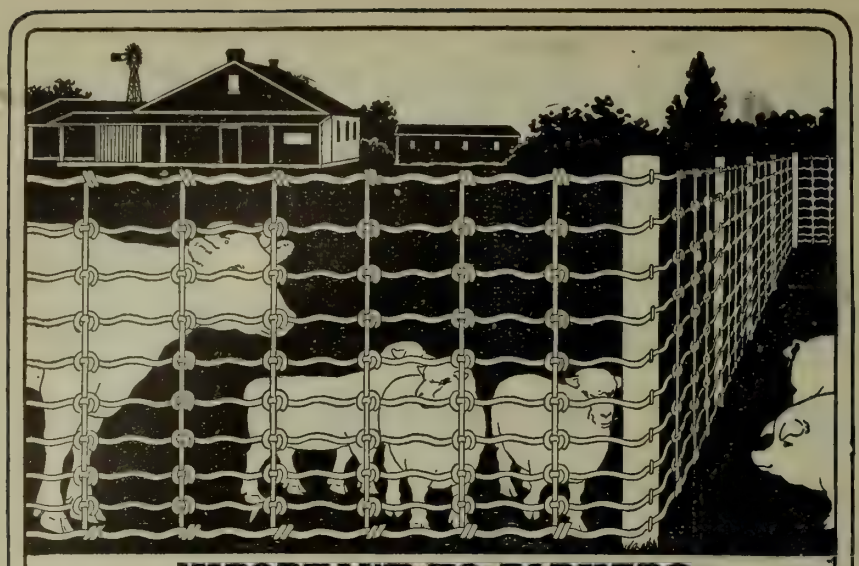
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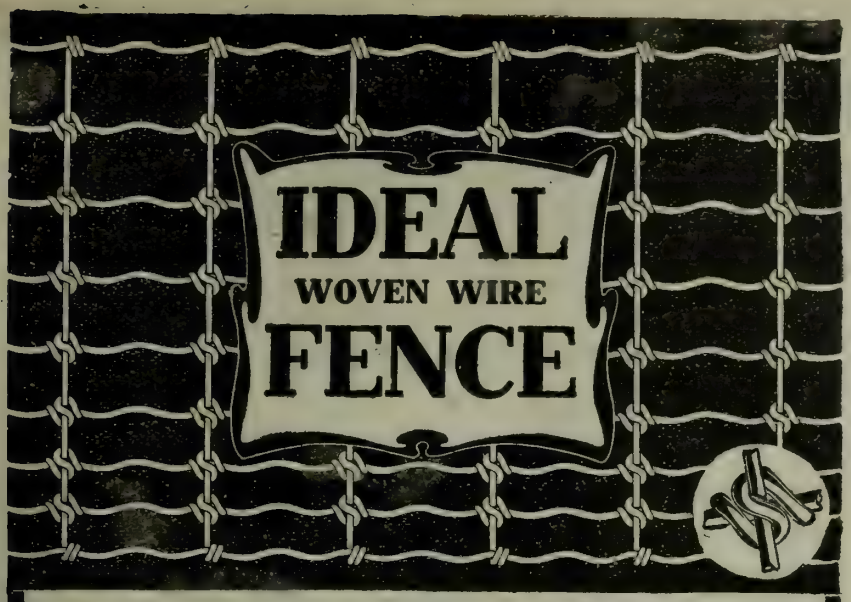
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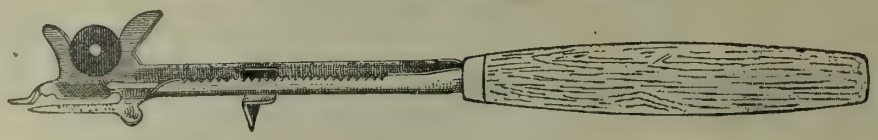
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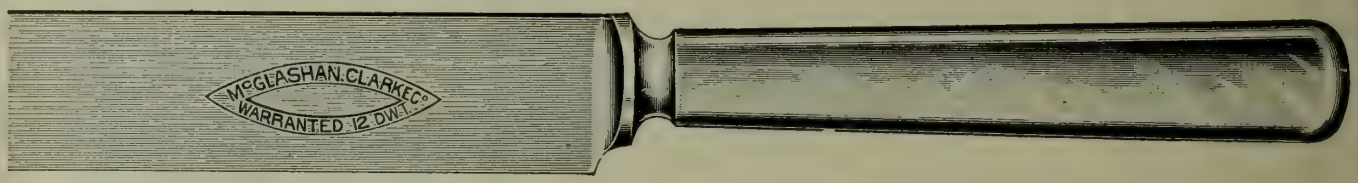
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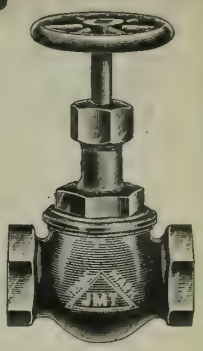


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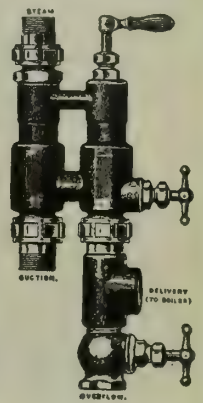
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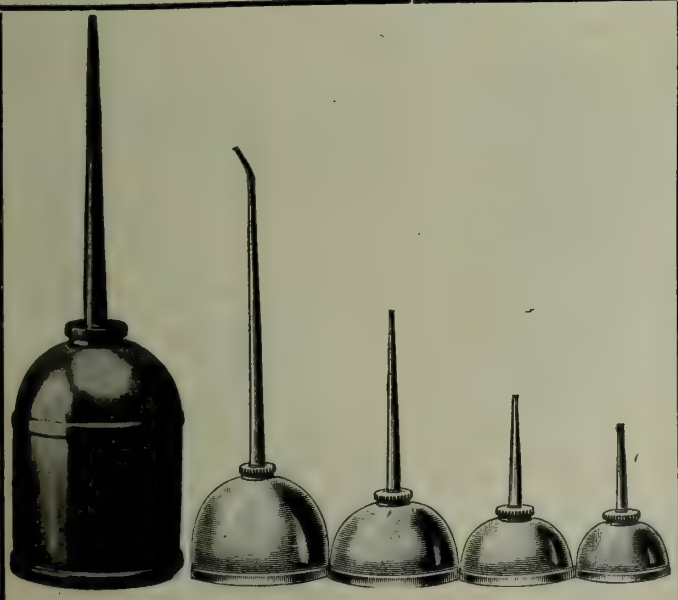


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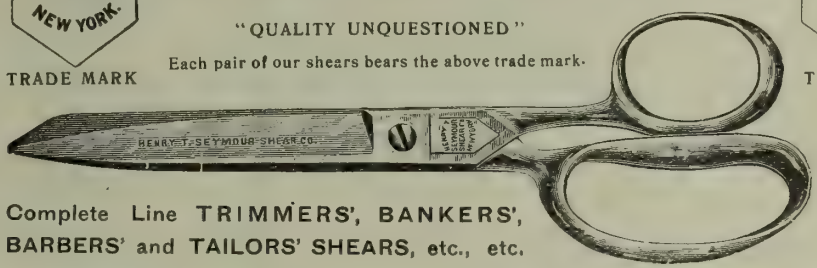
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¶ We wish to say to the trade of Canada that our new factory at Welland, Ontario, is now in full operation, and that we are in position to promptly care for all the requirements of our present customers, and also to extend our relations to include all those buyers who appreciate the satisfaction and economy in buying and using high grade cordage.

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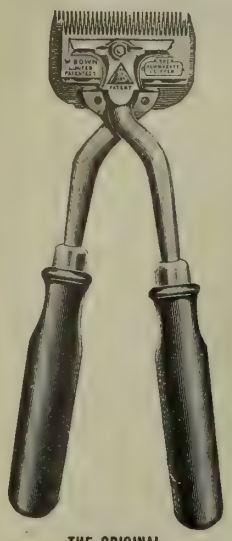
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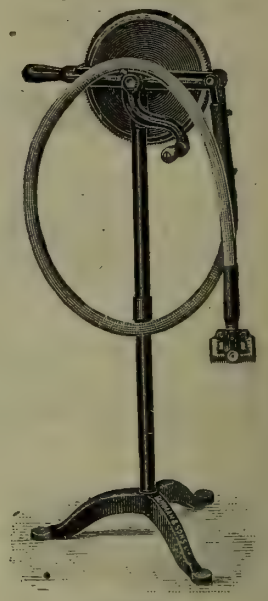
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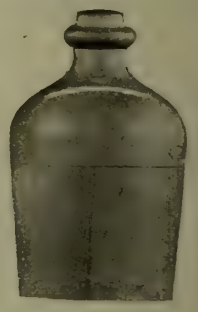
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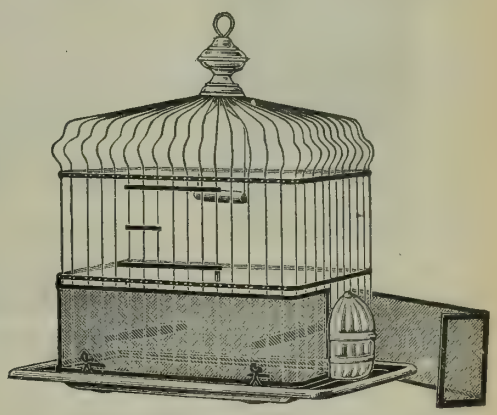
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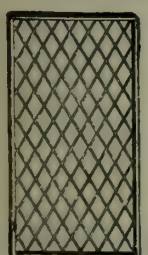


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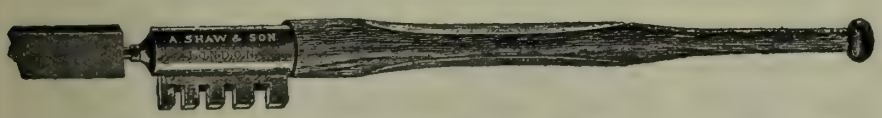
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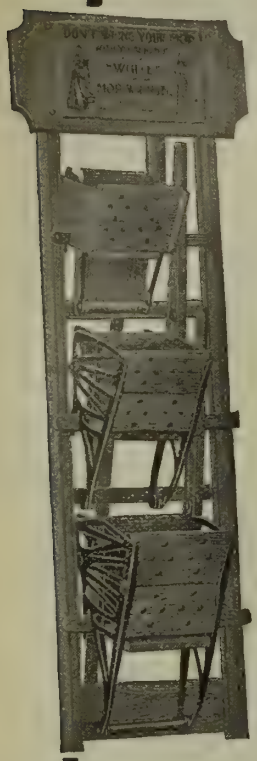
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A stand like this will be sent with wringers, at your request.

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Their designs are so artistic and colorings so rich and durable that you'll be able to sell them at a greater profit than any other papers would stand.

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It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

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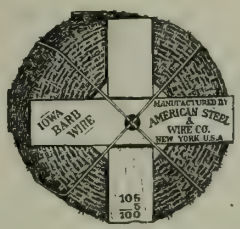
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It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

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Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

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The

Buffalo Manufacturing Co.

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When you get our goods you know you get THE BEST.



We manufacture

Water Filters
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All High-grade and exceedingly Presentable.

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TRADE MARK

FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Canadian Representative

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FOR CUTLERY

W. J. GRANT,
Lindsay Bldg.
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A Business Man Hits the Bullseye

when he aims straight for his customers' interests; and he scatters his fire when he carries too many lines of goods.

"DOMINION AMMUNITION"

Is ALL the ammunition any dealer need carry. It suits ALL arms—ALL calibres, ALL occasions.

And with duty saved and an equipment unequalled on the continent it is better value than any imported ammunition at the same price!

The enormous trade of 1907 DEMANDED double output capacity for 1908, hence the new 500 ft. building and all the latest automatic machinery.

Get your jobbers' opinion of our "Sovereign," "Imperial" and "Crown" Shells.

Dominion Cartridge Company, Ltd.

MONTREAL

KEMPS' DAISY OIL CAN

Improved Lay Down Pattern 5 gallon.



1¼ in. red band at bottom and top.

No leak; tap not easily damaged in waggon. Just what has been asked for by our customers.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Ontario Retail Hardware Convention

Largely attended gathering thoroughly representative of the trade throughout Ontario — About eighty members present — Largest convention in history of Association — New officers representative of large cities as well as smaller towns—The "Question Box" a decided success — Membership increases about 100 during year.

It wasn't a step forward that Ontario Retail Hardware and Stove Dealers Associations made this year. A step doesn't express the idea at all. It was more than a step, a jump forward in fact, the jump being made not only in the number of names on the membership roll and in the increased attendance at the convention, but also in the interest taken at the meetings and the class of men who manifested this interest in the convention's doings.

During the first two years of the association's existence the work was largely done and the conventions were chiefly attended by hardwaremen from the smaller places, the towns and villages. Successful retailers they were and far seeing in their desire to help organize the trade. Every credit is due them for their pioneer work. But no organization can succeed that does not comprise in its membership and win the active support of the men with the larger interests in the cities. This has been realized by the executive officers and they have striven to build an organization deserving of the support of every branch of the trade and that they have succeeded was plainly evident at this year's convention. The "big" men (some of them at least) were there and they showed by their actions that they enjoyed the convention and realized their duty to the organization as much as those who had first put their shoulder to the wheel. As was said at the banquet, the association train has crossed the trestle and landed safely on the other side of the canyon.

The business sessions, the "question box" discussions, the presence of the fraternal delegate from Michigan, the election of officers, the reports of the officers and committees in fact the entire convention showed a decided advance over previous years. The association is now out of its kindergarten stage. It is a fixture and with careful leadership and the support of those who it aims to benefit, the organization has a bright future and will become a power for the good of all in the trade.

Just one word of caution: the men who have dug the foundation must not consider their work done. They must act as building inspectors in the future and see that the structure reared on the foundation is of a permanent character. Some able men who did good work on the executive committee during the past two years have stepped back into the ranks in order to give others an opportunity to carry on the work. One of the vice-presidents even wanted to retire but the general protest forced him to again give his services to the executive committee.

The new executive is a strong one, the officers represent the various sections of the province and are within easy reach of the executive centre. The finances of the association are in good shape. The new year begins with the association's prestige greatly strengthened. Everything favors an even greater advance in 1908 than in 1907 and if the men in the trade not now on the membership roll realize the possibilities of the organization now available to work in their interest the coming year will see another hundred or so names added to the list and a convention in 1909 that will crowd a larger hall than was secured for this convention.

OFFICERS FOR 1908.

President — J. R. Hambly, Barrie.

First Vice - President — D. Brocklebank, Arthur.

Second Vice - President — A. Ballantyne, Brantford.

Treasurer—John Caslor, Toronto.

Secretary — Weston Wrigley, Toronto.

Executive—W. G. Scott, Mt. Forest; J. W. Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex; J. R. McMillan, Guelph.

Auditors—C. F. Moorehouse, Toronto; J. W. Peacock, Toronto.

Those Present.

W. G. Scott, Mount Forest; John Caslor, Toronto; H. Becker, New Hamburg; G. A. Binns, Newmarket; C. Frank Taylor, Carleton Place; J. Walton Peart, St. Mary's; J. R. Hambly, Barrie; Weston Wrigley, Toronto; E. T. Morton, Campbellford; S. B. McClung, Trenton; J. S. Hall, Toronto; Albert Wideman, Markham; James S. Allen, Burlington; W. F. Macpherson, Prescott; Adolph Henry, Orono; E. G. Button, Shelburne; J. Dandie, Streetsville; D. A. MacNab, Orillia; W. H. Rothaermal, Milverton; Fred. W. Otton, Barrie; G. H. Clark, Niagara Falls; J. T. Henderson, Niagara Falls; J. B. Carscallen, Dresden; J. Westcott, Ailsa Craig; C. F. Moorehouse, Toronto; J. E. Moseley, Huntsville; W. H. Stafford, Deseronto; Joseph Akitt, Creemore; D. Cinnamon, Lindsay; F. A. Hoar, Barrie; W. H. Richardson, Essex; F. W. Silvester, Stouffville; F. W. Jeffery, Midland; F. H. Jeffery, Midland; C. B. Miner, Cobden; R. J. Walkem, Tottenham; W. B. Clifton, Alliston; C. E. Noble, Dundalk; A. R. Dundas, Cobourg; Chas. W. Cunn, Tilsonburg; John Bailes & Son, Oshawa; H. Shelley, Uxbridge; B. M. Clements, Milton; A. Hobbs, Elora; D. Mistele, Rodney; A. E. Nichols, Fergus; W. H. Bartlett, St. Mary's; W. A. Silvester, Stouffville; Wm. Black, Durham; Jos. Chalmers, Palmerston; F. W. Miskelly, Smith's Falls; J. W. McDonald, North Bay; V. D. McPherson, Woodville; R. M. Smith, Bolton; A. Ballantyne, Brantford; Allen Bechtel, Baden; A. Holborn, Sutton West; J. Ivory, Toronto; McKillop & Ferguson, West Lorne; Wm. Lawrie, Fergus; J. E. Trelford, Markdale; E. Brocklebank, Arthur; W. J. McAllister, Kincardine; Franks & Watson, Woodbridge; James McGregor, Caledonia; M. F. Derby, Selkirk; R. C. Chown, Belleville; A. W. Gingerich, Woodstock; J. J. Metcalfe, Shelburne; Geo. L. Lauder, Oshawa; Chas. Jones, Uxbridge; J. W. Peacock, Toronto; G. W. Matthews, Toronto; B. F. Ahrens, Hanover.

EXECUTIVE COMMITTEE.

The executive committee met at 10.30, those present being Messrs. Scott, Hambly, Peart, Binns, Becker, Taylor, Caslor and Wrigley. Mr. Wright, vice-president of the Michigan Retail Hardware Association, was also on hand.

The various matters before the executive were taken up and a report prepared for the convention.

Messrs. Peart, Binns and Wrigley were appointed a committee to see the insurance brokers regarding the profit-sharing plan of fire insurance under consideration.

A deputation representing Hamilton wholesale and manufacturing hardware concerns, consisting of Messrs. H. T. Eager, W. G. Colville, and E. Fielding, jr., interviewed the executive and extended a warm invitation to have the association hold its next annual convention in Hamilton. After discussing the matter the executive decided to recommend in favor of accepting the invitation.

The executive adjourned at 12.30.

THE CONVENTION.

President Scott called the convention to order at 2 o'clock. After expressing his pleasure at seeing so many new faces present. This indicated, he said, that the association was making progress. A year ago the membership roll had consisted of 150 members, and it now stood at about 225—a 50 per cent. gain during the year. (Applause). He trusted that the new members would add new vigor and make the association even more valuable to the members than in the past.

President Scott referred to the work of the collection department, as being a big factor in developing a well-satisfied membership, and making the present convention the largest in the history of the association. He would suggest the addition to the collection department of a feature of keeping track of delinquents, lists of "bad pays" being supplied the members from time to time.

Speaking of the Association's relations with the jobbers and manufacturers, Mr. Scott said that they were at present very satisfactory, few complaints of unfair actions having been reported. The very fact that the Association has come into existence, and is winning all branches of the trade, has eliminated much of the selling to consumers, which formerly existed. "At first the men who sell to us," said Mr. Scott, "laughed at our organization. Then they took half-hearted notice of us, but now they respect us, as was evidenced by their resolution of endorsation at the Montreal convention of the Canadian Wholesale Hardware Association last September." A brief report of his visit to this gathering Mr. Scott gave the delegates. Reference was also made to the action of H. S. Howland, Sons & Co., in tendering the Association a dinner this year, and the invitation of Wood-Vallance & Co. to visit Hamilton next year. Both these incidents went to show that the jobbing houses now hold the Association in respect.

Dealing with the future of the Association, President Scott referred to the necessity of watching matters of legislation closely, and urged that in the election of officers for the coming year, a larger representation be given to the trade in the towns and cities. He also favored the admission of travelers to honorary membership in the Association. He thanked the Executive for their support during the year, and gave credit to Hardware and Metal for assisting in the work of organization. "Hardware and Metal," said Mr. Scott, "is the backbone of our Association, and the applause which you have just given shows that it is a welcome visitor in your stores as it is in mine."

Following the president's address, the report of the executive committee was read, and on motion, received and referred to the resolutions committee. The same action was taken with the reports of the secretary and treasurer, as reproduced below.



FLASHLIGHT TAKEN JUST BEFORE THE GUESTS AT THE DINNER DISPERSED.

The Photographer Has Failed to Catch the Faces of All Present, but the Picture Shows the Large Number who Enjoyed the Hospitality of the Howland Firm.

EXECUTIVE COMMITTEE'S REPORT

The Executive Committee of the Ontario Retail Hardware Association begs leave to report as follows regarding the various matters receiving their attention during the past year.

1. Trade Grievances—Less than a dozen complaints of unfair selling have been received against manufacturers and jobbers during the year and only one or two of these have been important. Some of the complaints have been very indefinite and we would urge great care in having the facts correct before sending complaints for action.

2. Collection Department—This branch of the association work has been very successful and about seventy members are now using the service to good advantage judging from the testimonials received.

3. Mutual Fire Insurance—Some progress can be reported in this work. Negotiations are on with a firm of insurance brokers and a definite plan will likely be worked out shortly, the results of which will mean large savings to members on their fire insurance premiums.

4. Legislation—The executive has been on its guard against unfavorable legislation in both Dominion and Provincial Houses and has given consideration to several laws. This convention should again place itself on record against the enactment of a parcels post c.o.d. law; against the unfair features of the proposed "Co-operative Act"; and once more urge the amendment of the Division Court Act in respect to the collection of accounts by garnishment.

5. White Lead Marking—Much correspondence has been carried on between our association and the various manufacturers of white lead with the aim in view of discontinuing the marking of a second grade lead as "No. 1." From the replies received we hope to receive

favorable consideration to our request.

6. Cartage Charges, Etc.—No progress can be reported in the matter of inducing jobbers to abolish cartage charges. Your executive has stood firm on this question but the jobbers have declined to change existing conditions. As some retailers have an arrangement with certain jobbers to deduct systematically from bers statements the amount of cartage paid during the month, your executive urges a general adoption of this plan by members. In the matter of stamping the weight on parcels of freight the Wholesale Hardware Association has also declined to act favorably on our suggestion, claiming that this is unnecessary. Another suggestion sent the Wire Nail Association suggesting a revision of the wire nail list has also been considered unfavorably by that association.

7. Enamelware Seconds—Correspondence with the Department of Trade and Commerce, Ottawa, has shown that no



W. G. SCOTT, MT. FOREST.

Retiring President, Elected on Executive Committee.

assistance can be expected from the Dominion Government in the prevention of the marketing of inferior goods without distinguishing marks until an act of Parliament is passed. Your executive has requested R. Blain, M.P., for Peel, to assist us in securing such legislation but without success.

8. Amendments to Constitution—Notice has been given of two amendments—one relating to the date of holding conventions and the other to the method of making amendments. Your executive recommends favorable action on these and the appointment of a special committee to make the necessary changes and report regarding other changes considered advisable.

9. Place of Next Convention—An invitation has been received from Hamilton to hold the next convention in that city. The executive recommended the aceptance of the invitation.

10. Organization—During the year a start has been made towards district organization. This plan of getting the hardwaremen in the various districts together should be pushed during the coming year and district conventions called during the summer or fall in several of the most central points in Eastern, Northern and Western Ontario.

In conclusion we would recommend the election of two committees by the convention, one on resolutions, to consider the recommendations made in this and other reports, and another on nominations to report on a set of officers for the coming year with instructions to select an executive representative of the larger firms in the cities as well as the trade in the smaller towns.

W. G. Scott, President.
Weston Wrigley, Secretary.

Toronto, Feb. 12, 1908.

SECRETARY'S REPORT.

Gentlemen,—As the report of the executive committee contains an outline of the work done during the year only, a brief reference will be made to the work of the secretary's office.

The collection department has entailed a lot of work, but its success has warranted the effort. Practical evidence of the effectiveness of the letters has been evident by the receipt of many letters by the secretary from delinquents, enclosing cheques in settlement of accounts or making promises to pay in a given time. Members who have used the service can speak to best advantage regarding the results received, both direct and through the secretary.

The total of $104.49 for job printing and $103.70, expenses of secretary's office, (chiefly postage) will give an idea of the volume of work done. Roughly speaking, about five thousand parcels, letters and post cards were mailed by the secretary during the year.

The association has gained in both influence and membership during the past year. Manufacturers, jobbers and travelers now recognize the association as past the experimental stage and a power for the good of the trade generally. Retailers also are showing by their applications for membership that they, too, in increasing numbers, are realizing their duty to the organization. A year ago our books showed 150 members enrolled. To-day after crossing off 14 names of firms gone out of business burned out, withdrawn, etc., we have nearly 220 members, and this number is almost certain to be increased by a couple of dozen during the convention. Of last year's 150, about 80 were secured by the personal solicitation of organizers. This year only 30 were secured in this way. Experience shows that members who join voluntarily by mail, are far more useful members than those who have to be "talked in" by an organizer.

The extensions of membership in the future should come largely as a result of the formation of district associations. The coming year should see more active work done in this direction than in the past and if possible the trade in the districts surrounding such centres as Hamilton, London, Guelph, Barrie, North Bay, Peterboro, Kingston and Ottawa should be called together, one or more of the executive officers being present at each meeting.

In connection with this work it might be pointed out that as a result of some quiet, but effective work done by the Retail Merchants Association and other organizations, an amendment to the Criminal Code is likely to be made at the present session of parliament, making it legal for merchants to arrange reasonable lists of prices for their self protection. A copy of the law as likely to be amended accompanies this report.

The secretary would suggest that in order to do more effective and systematic work that next year's executive divide itself into four standing committees as follows: Trade grievances (composed of the president and two executive members); legislation (1st vice-president and two of executive); railway rates, etc., (2nd vice-president and two of executive), and fire insurance, (treasurer and two auditors).



J. R. HAMBLY, BARRIE.

Elected President by Acclamation.

If these suggestions are favorably considered I would urge that the committee on legislation confer with the representatives of the Retail Merchants Association regarding the general legislation that body is striving for as unless the two associations work together in this matter one is likely to nullify the effects of the other. It would certainly create an unfavorable impression upon any government to have two different deputations appear before them if there were not a thorough agreement between the two retail associations.

A year ago it was hoped that a Dominion Retail Hardware Association could be formed, but circumstances during the past year have not been favorable to pushing this work. Our sister association in Western Canada has become disorganized and no convention is likely to be held in Winnipeg this winter. British Columbia has an association that covers the four large Pacific coast cities, while Nova Scotia has not been able to complete an organization yet. The trouble in Western Canada has

been due to two causes, it is understood. In the first place, three large provinces have been too large to include in one organization. Some good district associations are in existence and Manitoba, Saskatchewan and Alberta will probably reorganize provincially shortly. Secondly, an attempt was made to arrange prices from the central headquarters. Experience has shown that our provincial association is acting wisely in leaving prices entirely alone. By developing good feeling amongst the trade, by giving results sufficient to make it worth while for hardwaremen to belong to the association and by encouraging the organization of district bodies (where prices can be dealt with if the Criminal Code is amended), the Ontario Association seems to be on safe ground.

The secretary had the pleasure of attending the Detroit convention of the



WESTON WRIGLEY, TORONTO.
Re-elected Secretary.

Michigan Retail Hardware Association last August and learned many things while there. We are fortunate in having with us at this convention a return visitor in the person of the vice-president of that association. We should benefit by his presence and his organization's longer experience. Members who can spare the time would also benefit by attending the sixth annual convention of the New York Retail Hardware Association in Buffalo next week, Feb. 18 to 22.

In conclusion, your secretary would urge every member to make more use of the organization. If there are problems or difficulties, do not conceal them, but write in to headquarters. If there are complaints that the association is not accomplishing much, the fault rests very largely with the people who make the complaints. To make the association of use, each one should do his share. The secretary is devoting every effort to make the organization show results to the members and is ready to step aside if anyone who can give more time or do the work better is available at any time.

Respectfully submitted,
Weston Wrigley,
Secretary.

THE CRIMINAL CODE.

2. Nothing in this Section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes.

The amendment it is desired to add after the word "employes" reads: "Or to wholesale or retail merchants or employes for their own reasonable protection as such wholesale and retail merchants or employes."

(a) No prosecution shall be commenced under the above section 498, without the fiat of the attorney-general for the province in which the charge is laid.

FINANCIAL REPORTS.

The reports of the secretary and treasurer as audited for 1907, were read and referred to the resolutions committee. These reports were printed in Hardware and Metal last week.

The Roll Call.

The roll call of the membership was asked for, and the names of all members read out, between 70 and 80 of the members responding to their names.

On motion, the reading of the minutes of the last convention and of the executive meetings was dispensed with, these minutes having been published for the benefit of the members on the association page of Hardware and Metal.

Amendments to Constitution.

Amendments to the constitution regarding the date of holding conventions and the method of making amendments to the constitution were read, and referred to the committee of constitutions. The committee was also asked to report on the question of accepting travelers as members, and the action of the executive in selecting May 1 as the beginning of the association year, was also referred to the committee, with instructions to bring in a report.

Election of Committees.

For the committee of constitutions, Messrs. Moorehouse, Toronto; Humphries, Parkhill, and Taylor, of Carleton Place, were elected. The resolutions committee was selected with Messrs. Jeffery, Midland; Brocklebank, Jr., of Arthur, and Binns, of Newmarket, as members. The nominating committee elections resulted in the choice of Messrs. Caslor, Toronto; McNab, Orillia, and McClung, Trenton. The committees were instructed to meet at the close of the convention session, and bring in a report Thursday morning.

MUTUAL INSURANCE COMMITTEE.

The committee on mutual insurance beg to present their report of investigation into the matter of insurance.

When your committee was appointed they were instructed to investigate this matter on two lines. First, as to the desirability and possibility of organizing a company of our own for the carrying of our insurance on a mutual basis. Second, to ascertain if an arrangement could be made with an existing line company on a preferential basis. As to the desirability of carrying our own insurance there seems to be only one opinion, namely, that it would be greatly to our advantage to do so.

1. Hardware stocks generally are good risks, providing special care is taken in the storage and handling of oils.

2. Each risk is isolated. Some states (and it is only from their organizations that we can get practical information, there being no such companies in Canada) limit the amount of insurance in one block to $4,000, while others refuse two risks together, accepting the first application.

3. A certain amount of insurance must be carried in stock companies, thus guaranteeing the desirability of the risk.



J. WALTON PEART, ST. MARY'S.
Who the Delegates Wouldn't Let Retire From Office.

4. The insured are practically all known to the management.

5. The rebates run from 25 to 75 per cent. of dividends.

6. There are no agents and no commissions to pay.

The following figures will illustrate the advantages of the mutual organization over the stock company.

For ten years ending January 1, 1906, the stock companies of the United States received premiums amounting to one billion dollars. Their losses amounted to eighteen millions of dollars, or 2 per cent. more than this amount. The premium received by hardware mutual associations during the same period was $318,000, with losses and expenses amounting to $136,000, 57 per cent. less than premiums, or as compared with the stock companies, a difference of 5 per cent. in favor of the mutual organizations.

The losses in stock companies was $6 on every $100 of insurance, while in the mutual companies the total fire losses was $78,000 on a total insurance of $7,000,000, or $1.10 per $100.

The expenses for same period in stock companies were $4 on every $100 of insurance, while in the mutual companies they were only 77c, an exceedingly heavy expense in the first instance, and an extraordinary economical management in the second. The average expense of Canada stock companies for some years has been about 33 per cent. of premiums, while the experience of United States mutual organizations is that a very efficient management may be obtained on an expense of 18 per cent., which, in the case of the Wisconsin association, was in 1905 reduced to 15.77 per cent. Thus we see that while on the one hand the stock companies must depend solely upon their functions as bankers to show any profit on their business, (the fire loss and expenses exceeding the total premiums by 2 per cent.), the mutual organizations are able to refund to their members rebates ranging from 25 to 75 per cent. of premiums. Rhode Island mutual companies, in fact, have refunded in one year as much as 82 per cent. of premiums on state business, and 75



TREASURER JOHN CASLOR.
Who "Interviewed" so Many Delegates During the Convention.

per cent. on business done outside the state.

Something might be said as to the methods of existing mutual companies of paying premiums and of making refunds.

Lumbermen Make Savings.

The Western Canada Lumbermen's Association requires insurers to make a deposit (as a guarantee of good faith) amounting to one premium at stock companies' rates, they then pay into the hands of the treasurer an amount equivalent to 4 per cent. of this premium per month, or 48 per cent. per year, which amount they have found sufficient to meet losses and expenses. Another method is to pay full stock rates and refund balance on hand at end of every year's business.

Still another method and one that appeals to us as the most businesslike arrangement is to pay dividends as in the last case, but to limit the refunds to 40 per cent. of premiums any balance on hand being placed to a reserve fund to provide against extraordinary losses.

With a view to ascertaining the opinions of the individual members of the association on this subject, a circular was issued, to which we received replies from thirty-three members, who signified their willingness, providing a mutual company could be formed, to insure to the limit of $3,000, to which amount we deemed it advisable to limit each policy. From thirty-three members this meant about $100,000, and premiums of $1,800, at the average rate of 1.80 per cent. We think we are safe in saying that we could begin a mutual organization with 100 members, and one quarter of a million dollars' insurance, and that the likelihood would be a membership of double that amount with half a million of insurance, giving a premium of about $9,000, and with any less than this amount we do not think the formation of a company upon these lines would be advisable.

Unfortunately, under the existing laws of this province, we are unable to organize a mutual insurance company of our own, there being two particular features of the law which bar us from this privilege. First, before a mutual insurance company can be incorporated under the Ontario Insurance Act, it must be shown to the satisfaction of the Attorney-General that there exists in the locality no adequate provision for the insurance on the mutual plan of property against fire. Second, a purely mutual fire insurance company cannot undertake mercantile or manufacturing risks, and, of course, "mercantile" risks could include retail hardware and stove dealers' supplies.

The other plan suggested was to get into communication with established stock companies with a view to having our business handled through our secretary on a preferential basis, in consideration of our placing with them a sufficient amount of business to warrant such preference. Our members were very careful in expressing themselves on the desirability of such an arrangement, but with the stipulation that the company must be one of whose standing there could be no question, we are warranted in stating that should such an arrangement be possible we could offer insurance of at least six hundred thousand dollars, or an average of $6,000 from 100 members, and more likely double that amount from double that number of members. The companies approached, however, could not be induced to consider such an arrangement, the consensus of their opinion being expressed in the following reply received from one of the foremost of these companies operating in Canada :

> "We should be pleased to enter into an arrangement such as you indicate were it not that we feel that if we did so our local agents all over the country would feel that they had a just cause of grievance against the company and for this reason I regret very much that we cannot entertain your proposition."

It is true that in one case we had a proposition from a mutual company to handle all our business through our secretary and rebate us 20 per cent. of the amount of premium paid, but as this is the amount which is at present paid all mutual concerns by mutual insurers we did not deem the proposal of sufficient importance to give serious consideration.

Within the past few days we have had submitted to us a proposal which we have not been able to give the consideration necessary to the making of a proper report to the convention. All we are prepared to state at the present moment is that the proposal comes to us from a firm of insurance brokers in the city of Toronto, who claim to have behind them assets to the value of $700,000, and who are endeavoring to arrange with the Canadian Manufacturers' Association and one or two other associations to handle their insurance on the profit-sharing plan. They guarantee not only to limit their expenses to 20 per cent. of premiums (which 20 per cent. we think is quite sufficient), but to set aside 40 per cent. of the underwriting profit each year to be divided among policy-holders of two years' duration who have not made any claims in excess of the amount of their premiums.

To sum up the result of our investiga-



D. CINNAMON, LINDSAY.
The 12-Hour-Old Member Who Was Brimful of Enthusiasm.

tion we have to present for your consideration the following :

First : An arrangement with a stock company doing a business through local agents seems impossible.

Second : A mutual insurance organization is not possible under existing laws and it is for you to determine whether you deem it of sufficient importance and of sufficient advantage to warrant our applying for an amendment to the present statutes.

Third : Shall your committee continue negotiations with the firm of brokers referred to and providing we are assured of their financial responsibility, would the members agree to place their insurance on the basis mentioned.?

This is our report.

J. WALTON PEART,
Chairman.

St. Mary's, Feb. 12, 1908.

The report was received with applause, and it was decided that the committee be given power to continue their investigation, and report later.

At 3.30, President Scott introduced Porter A. Wright, of Holly, Mich., who opened the question box, and conducted a discussion on about a dozen or more questions, a report of which will be given in the next issue of Hardware and Metal. The convention adjourned at 5 o'clock.

THURSDAY MORNING.

The convention was called to order at 10 a.m., the first business being the consideration of the Constitution Committee's report, the committee having made a thorough revision of the constitution and by-laws bringing them up to date. The Constitution as revised will be published in Hardware and Metal next week.

The chief discussions raised by the report were those relating to the date of the membership year and the suggestion that travelers be admitted to membership in the Association. After a lengthy discussion it was decided that in future there should be no departure from the annual membership fee of $3, the membership year to begin on March 1, and end February 28.

A motion was made that travelers be accepted as associate members, at an annual fee of $1, one open meeting being arranged at each convention at which travelers could be present. Mr. Wright, of Holly, Mich., was asked to speak regarding the experience of the Michigan Association in this matter, and he stated that his organization considered the travelers the best friends the Association could have. "They bring in more members than any one else," said Mr. Wright. "They boost every convention, and encourage members to attend. It is said that the travelers are hired by the jobbers. That is true, but how long would a traveler hold his job if he couldn't hold the retailers' friendship. We admit travelers to certain general meetings, and get them to read papers and take part in the discussions. You will make no mistake in deciding to admit the salesmen."

The subject was discussed by several speakers, some contending that it would be unfair to ask the travelers to pay fees to the Association, while others contended that the travelers should not be put in the dual position of attending the retail convention, while representing jobbers or manufacturers. The sentiment seemed to be very evenly divided, and a motion finally prevailed to leave the matter on the table for another year.

After deciding to have the minutes of the convention published in Hardware and Metal, the report of the Constitutional Committee was adopted as amended. The Resolutions Committee reported that they had considered the recommendation contained in the Secretary's and Executive Committee's report, as well as the financial statements, and concurred in the various recommendations made, their report was received and adopted.

On motion, it was decided that the invitation to hold the next annual convention at Hamilton, be accepted, the motion being enthusiastically adopted.

At 11.45 the convention took up the question box discussion, adjournment being made for lunch at 12.20.

Afternoon Session.

The convention re-assembled at 2 p.m., correspondence being read on several matters by the Secretary, some complaints received were passed on to the Grievance Committee for the coming year.

The Secretary reported that word had been received from Ottawa that the Dominion Government were not likely to go ahead with the proposed Co-operative Act, owing to the general opposition against the unfair features contained in the proposed legislation. It was also announced that the present is an opportune time for pressure to be brought upon members of the Ontario Legislature, in favor of having the Division Court Act amended, to allow the garnishment of accounts of smaller sums than $25.

The Statutes are being revised and action must be taken at once or the law will stand unchanged for several years.

Election of Officers.

The report of the Nominating Committee was read, and additional nominations called for. The committee reported in favor of the election of J. R. Hambly, of Barrie, to the presidency, and he was unanimously chosen. For first vice-president, J. Walton Peart, St. Mary's, last year's second vice, was nominated, but he declined to accept election. C. F. R. Taylor, Carleton Place, and D. Brocklebank, Arthur, were also nominated, but Mr. Taylor withdrew, leaving Mr. Brocklebank elected by acclamation. For second vice-president, A. Ballantyne, of Brantford, was chosen; F. W. Jeffrey, of Midalnd, declined nomination. G. A. Binns, Newmarket, was also put in nomination, although he had been called home and had expressed a desire to see more representatives of the larger cities on the Executive Committee. On a ballot being taken, Mr. Ballantyne was elected.

Treasurer Caslor and Secretary Wrigley were re-elected to their respective offices by acclamation.

For the Executive Committee, 14 nominations were made, C. F. R. Taylor, Carleton Place, and H. Becker, New Hamburg, declining. J. Walton Peart, St. Mary's, also declined to stand, but on the urgent solicitation of the president and numerous other members, finally acceded to the general wish that he remain on the Executive Committee. The following names, therefore, went to a ballot, the first six securing the highest vote being declared elected: W. G. Scott, Mount Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex; J. R. McMillan, Guelph; G. H. Clark, Niagara Falls; J. W. McDonald, North Bay; G. A. Binns, Newmarket; F. G. Bailes, Oshawa, and Wm. Lawrie, Forest.

C. F. Moorehouse and J. W. Peacock, Toronto, were re-elected auditors for the coming year.

General Business.

While the ballots for the Executive Committee elections were being counted, considerable business of a general nature was transacted. Suggestions for next year's convention were called for, and one delegate urged the advisability of having badges numbered consecutively to be worn by the delegates for purposes of identification. It was urged that the growing attendance of the convention made necessary the adoption of some system of getting the delegates better acquainted with each other. The opinion was also expressed that it would be wise to have the convention last longer than two days, extra time being allowed the delegates to transact business. One delegate urged that no wine be served at future dinners. Another one said he had weak eyes and objected to tobacco smoke, while a third said he thought fish ought to be stricken off the bill-of-fare as he sometimes swallowed the bones. Still another delegate said salads were objectionable to him as they did not agree with his digestive organs. The president promised to take all of these suggestions into his serious consideration.

Col. J. B. MacLean was called on by the president to speak briefly, and entertained the delegates with a short address on "Salesmanship," congratulating the convention upon the practical nature of the discussions participated in and upon the high degree of intelligent salesmanship and business knowledge manifested in the question box discussion which he had listened to.

A. W. Humphries, of Parkhill, moved that Hardware and Metal be asked to publish in full, the address delivered by Col. MacLean at the banquet on Wednesday night. He said that he had been greatly interested in the talk on the evolution of merchandising, and that he wanted to have the address in shape for reference in the future. D. Cinnamon, of Lindsay, seconded the motion, and spoke of the great value of Hardware and Metal to him in his business. He also commended highly The Busy Man's Magazine, and urged the members who are not now subscribers, to forward their names. "If any of you subscribe and are not satisfied at the end of the year, I will pay the price of your subscription," said Mr. Cinnamon. The resolution was adopted.

Resolutions.

The following resolutions were adopted by the convention:

That the Secretary be instructed to write H. S. Howland, Sons & Co., thanking them for the splendid entertainment provided at the dinner on Wednesday evening.

That this Association place on record our hearty appreciation of the services rendered the Association by Hardware and Metal, and that the Secretary be instructed to convey to Col. MacLean our sincere thanks for the privileges accord-

ed us in his journal and the many other kindnesses which he has shown us.

That the heartiest thanks of this convention be tendered Mr. Wright for his attendance at our meetings and for the able and helpful manner in which he has conducted our "Question Box." That Mr. Wright convey to the Michigan Retail Hardware Association the greetings of the Ontario R. H. and S. D. Association in convention assembled.

That the services of our Secretary have been invaluable to the Association. That while we realize that any sum we are in a position to pay him will be entirely inadequate to remunerate him for his services in our behalf, we would instruct the Executive Committee of 1908-9 to pay him an honorarium consistent with the condition of our funds, purely as a mark of our appreciation.

Whereas, the Retail Hardware and Stove Dealers' Association have decided that the affiliation of the travelers for the year 1908 was not advisable, and in view of the kindly feeling towards the travelers, that this meeting show their appreciation by setting a session apart at our next convention whereby they may have the privilege of attending our meeting.

Home Organization Urged.

At this point, President Scott handed over the president's chair to President-Elect Hambly, the delegates testifying to their satisfaction at Mr. Hambly's election, by the singing of "He's a Jolly Good Fellow." It was some minutes before Mr. Hambly could make himself heard, but when he did so, he made a splendid talk on the "Advantages of Home Organization." "Go home and make friends with your opposition," urged Mr. Hambly. "Tell your customers who are always saying they can beat your prices, that if they can do better they should buy at some other store. Local organization," he added, "gets the trade together, and stops the cutting of prices. Our Association will be just what the members made it," concluded Mr. Hambly.

Before adjourning, Porter A. Wright, of Holly, Mich., thanked the delegates for the many courtesies extended to him while in Toronto and congratulated the Ontario Association on the remarkable progress it had made since its organization less than two years ago. "Never yet," he said, "had he listened to so practical a question box discussion as had taken place at the Toronto convention. Mr. Wright invited as many members as possible to attend the 12th annual convention of the Michigan Retail Hardware Association in Detroit next August.

It was decided that the treasurer and secretary, and G. H. Clark, Niagara Falls, be given credentials as delegates to the New York State Retail Hardware Association at Buffalo, Feb. 18-22.

At 3.45 the business of the convention was concluded and the question box discussion was again taken up.

At 4.30 the convention finally adjourned with a general handshaking.

The Delegates Royally Entertained

Complimentary Dinner Tendered by H. S. Howland, Sons & Co., Thoroughly Enjoyed—About 100 Guests Present—No Expense Spared to Provide A Good Time.

One of the pleasantest features of the convention was the complimentary dinner tendered by H. S. Howland, Sons & Co., at McConkey's on Wednesday evening, when about one hundred members of the association and guests, full of good fellowship and jollity, enjoyed the hospitality of this old established firm, for a time got away from the serious business of the day, and later talked generally over the present position, difficulties, advantages and outlook of the hardware trade and of the association.

The guests were ushered into McConkey's palm room pretty promptly after 7.30, and amid pleasing decorations, with the music of an orchestra and general good cheer a dinner was served which was indeed a compliment to the association. The tables were arranged in the form of a long-legged U, with Mr. Peleg Howland, who presided as toastmaster, in the centre, and the speakers seated near him, several of whom are shown in characteristic attitudes in the scene presented herewith.

A Jolly Group of Guests.

The fact that the members of the association had gotten pretty well acquainted on Wednesday was very evident for the dinner was much less stiff than such functions usually are. Good fellowship and friendly feeling toward other members of the trade were everywhere evident, and indeed this idea was the keynote of the evening's proceedings.

Peleg Howland began the programme by gracefully proposing a toast to the King, which was, of course, heartily received, and, rather curiously, though happily, as it turned out, called on Porter A. Wright, representative of the hardware association of Michigan, to reply. Mr. Wright was given a most hearty reception and cheers were also given for President Roosevelt.

Greetings From Michigan.

Mr. Wright, who has a jolly manner and a big voice, which he uses to good advantage, after appropriate reference to the toast, struck the popular note of the evening by speaking of President Roosevelt's well known encouragement of large families and likened the body gathered before him to a large family of brothers with a similarity of aims and objects and with the same battles to fight. Mr. Wright expressed himself as delighted with the evidence of this good fellowship and prophesied that if this and the other methods already in operation were continued, the Ontario association would shortly rival in numbers and influence the body to which he belonged. Continuing, he gave a brief history of the development of the Michigan association.

"If the hardwaremen of Ontario would attend these conventions," said Mr. Wright, "they would not only have a better time than they are having at home, but they would also become better, nobler men." Mr. Wright closed by pleading for a more cordial relation between hardwaremen, particularly those in the same town, and advised the members to hold strongly to profitable prices on all their goods. He also invited the association members to the Michigan association's convention in Detroit on the 2nd and 3rd of August.

Wholesalers' Goodwill.

Peleg Howland, in extending a formal welcome to the members, spoke of the pleasure it gave him to have them as guests. Referring to the association, he expressed himself as a strong believer in co-operation, and believed that the organization would continue to prosper if the lines it is moving on at present were continued. He hoped that this might be so.

Continuing, Mr. Howland referred to the excellent organization of the state and national hardware associations across the border, and hoped that development might be along similar lines in Canada. These organizations, he said, must be of immense benefit to the individual members.

Referring to business methods, Mr. Howland urged the introduction of strictly cash business, close adherence to contracts, the importance of knowing the exact cost of doing business, the advantages of regular stocktaking, and the maintenance of a fair price.

In proposing the toast to the Hardware Association, Mr. Howland coupled with it the names of W. G. Scott, president of Mount Forest, Weston Wrigley, secretary, D. Cinnamon, Lindsay and F. W. Jeffrey, Midland.

The Hardware Association.

Mr. Scott took up the idea of the association's resemblance to a large family as suggested by Mr. Wright. "I suppose," he said, "if we receive this idea, the members may all be spoken of as my children. I hope they will be as good boys under the direction of the new president, as they have been under mine." In speaking of the compliment tendered by the wholesale hardware house to the association, Mr. Scott took this as an evidence of appreciation of the organization by the wholesale houses generally.

Mr. Scott went on to give a brief review of the growth and development of the organization. "Two years ago," he said, twenty members met in convention in Toronto. The membership a year later numbered 150. This year, we have about eighty present and about two hundred and fifty members. The association has made wonderful strides and has done good work.

Tribute to Hardware and Metal.

In closing, the president referred appreciatively to the guardianship of Col. J. B. MacLean, of the MacLean Publishing Company, in the organization of the association and paid a tribute to Hardware and Metal as its valued organ. The services of the secretary, Weston Wrigley, were also referred to with warm appreciation.

Mr. Wrigley was greeted with an ovation when he rose. His services as

secretary and the enthusiastic work he has done in promoting the organization is evidently highly appreciated.

"This is a rather unusual and very pleasing reception," he said. "It seems to be the general lot of secretaries to receive a shower of brick bats rather than of bouquets, such as has just been kindly given." Continuing, he said Mr. Howland had referred to him as father and Mr. Scott as a species of nurse, to the association family. As one of the youngest of the members, he rather wondered how he could reconcile the anomaly. Mr. Wrigley evinced a strong belief in organization, not only among retailers, but also among jobbers and manufacturers, indeed, in every line. Speaking of the progress of the association, he expressed his satisfaction with its present position—"it seems to have 'lit' safely," he said, following the point of a story. He believed the body would maintain its good position and would have further progress, and promised to give his best efforts to this end. "The present function," he said, "is an evidence of the good faith of the jobbers toward the association. It seems like the lion and the lamb lying down together, according to the old story." A significant fact in connection with the progress of the association was that, whereas in the first year about half the members were brought in by personal solicitation, this year, by far the larger number of the new members had come in without pressure and these latter were among the most enthusiastic members.

Some Grievances.

F. W. Jeffrey, after a few words emphasizing the importance of the members getting better acquainted with their opposition merchants and of bringing these men into the association, spoke of several grievances under which the trade was at present suffering. One question was that of the extra cost of packing cases. He suggested that the jobbers should make no extra charge for cases, but should put the cost of this on the face of their invoices. He advocated also the putting of freight charges on a similar basis. A second difficulty was met in the building trade when outside contractors who were doing local work, were able to buy their hardware supplies from other sources at rates which the local dealer could not afford to quote. He thought the matter might be remedied and spoke of the factor the association ought to be in taking up those matters.

What a New Member Thinks.

A bran' new member, only twelve hours old, as he said, D. Cinnamon, of Lindsay, told in a jolly way how glad he was to be present and how much the association had already done for him. "It has taken away the idea I had," he said. "that my opposition are cranks," He had spent eighteen years in the hardware business but had gotten acquainted with but a few of the trade. His position is now very different. Mr. Cinnamon showed a touch of the blarney stone by declaring, and he seemed to be sincere, that the members of the trade present were as "good a looking bunch" as any other he had seen. He told how favorably he had been impressed with the business methods evidenced at the convention and prophesied that the association would come to be weightily represented in the Canadian legislature. He believed the hardware trade would grow with Canada's great progress.

The Wholesale Association.

In replying to the toast to "The Wholesale Hardware Association," Thomas Dexter, of H. S. Howland, Sons & Co., president of the Canadian Wholesale Hardware Association, said: "It affords me very much pleasure to say to you again this year that the Canadian Wholesale Hardware Association wish you every success in your good work. You cannot over estimate the benefits of an organization, such as you have, to each of your members. It helps you in many ways, both directly and indirectly.

"In our association one thing that we agreed upon was the shortening of credits. This certainly has been a benefit to the manufacturers, wholesale and retail merchants and consumers alike. Years ago there was not the keen competition of to-day, profits were very much larger, although the volume of business was not nearly so great, and credit was given for a long time; but this is all changed as you very well know, and we are compelled now to sell on very close margins, and as near as possible to a cash basis. The retail merchants as far as they can, should sell for cash. If you base your selling prices on giving credit," Mr. Dexter continued, "your competitors who sell for cash only will scoop your trade, because consumers to-day are looking for close prices and have the cash in nine cases out of every ten. I, therefore, think the present terms, although



THE TOASTMASTER AND SOME OF THE SPEAKERS.

Lt.-Col. MacLean, Thos. Dexter, W. G . Scott, Mr. Peleg Howland, G. A. Binns, James Hardy.

in a great measure forced upon us, are more satisfactory than they were years ago, and before our associations were in existence.

"In our wholesale association we endeavor to work in harmony with the manufacturers. They should make fair profits and at the same time give us reasonable protection when they think it necessary to sell to our customers. We feel that when we can arrange with a maker of any staple line the prices at which we shall sell, he establishes confidence with the wholesalers and the retailers and all retail merchants have an even chance for the consumers' trade. We have never found manufacturers willing to arrange prices which would give you or give us undue margins. On the other hand, I am free to admit that the profits in the retail, as well as in the wholesale hardware business in this country are not what they ought to be, and one of the main objects of your association, as well as ours, should be to find ways and means to make the profits satisfactory. Members of your association should not hesitate to confer with one another so as to establish prices which will allow you a proper return on capital invested and your time and labor in keeping your business in good running order.



C. F. MOOREHOUSE, TORONTO.

The Association Auditor, Who Will See That Things Are Done "According to Hoyle."

"During the last three or four months trade has not been as good as most of us wished and prices have declined on some staple lines. Fortunately the declines have taken place at the time of the year when stocks are at the lowest point. We hope now that the spring trade is near, to see better conditions. It is easy to make money in a rising market and large sales. Last year started with a rush and advancing prices, and you all made money. This year starts in fairly well and we hope will steadily continue to improve so that at the end you will all be able to say, 1908 turned out better than we expected, and better than last year."

James Hardy, secretary of the Wholesale Hardware Association, followed Mr. Dexter. He urged the Retail Association to bring out a scheme to find out the exact cost of doing business, and referred to the American Association as an instance of where this was being done. Mr. Hardy advocated the establishment of a fair and profitable price on all lines of goods carried, and said that each hardwareman should make a strong effort to get acquainted with his business neighbors. "This," he said, "is the surest and speediest way to settle your difficulties." Continuing, Mr. Hardy said that the Wholesale Association was willing to do all in its power for the retail body and reminded the members that the jobbers were tied up by agreements with the manufacturers, and the manufacturers by agreements among themselves. The way to look at troublesome questions was in the light of "what is best for the hardware trade as a whole."

Concluding, Mr. Hardy sounded an optimistic note as to the trade outlook, prophesying good business for all branches of the trade a little later in the year.

After a spirited song by Mr. Wookey, one of Howland's travelers, a toast which was received with a great deal of enthusiasm, was drunk to the organ of the association, Hardware and Metal, with this Mr. Howland coupled the names of Lieut.-Col. J. B. MacLean and H. T. Hunter.

Hardware and Metal Toasted.

Col. MacLean was given a very enthusiastic reception accompanied by a couple of impromptu appreciative songs.

On rising he said that all were to be congratulated on this gathereing. It is a development of the times—this coming together of the two great classes of merchants. The hardware trade as a whole, manufacturers and merchants, is really one great co-operative society or company in which all are working partners, but each zealous for the success of his own department.

"The chairman has asked me to respond for Hardware and Metal," he said,—an honor which I appreciate, and to address the trade in general, a feature of the gathering for which he owes you an apology."

Continuing, Col. MacLean said: "We are living in a new era. The last two decades have shown the greatest progress in retailing in the history of the world. Less than twenty years ago, the average hardwareman was merely a machine which worked its hands and feet energetically waiting on buyers, but seldom used its head. Customers were people who visited a store to buy necessities only. The machine gave these and nothing more. But there was a lot of dormant intelligence in these machines, which needed only a little inspiration and encouragement. Here and there a man, with so much pent up nervous energy that he could not contain himself, tried to sell something not asked for, to a customer who had come in unsolicited to buy some pressing necessity. This was the beginning of salesmanship—the greatest force in modern business.

That we did not earlier develop salesmanship, is perhaps due to a false pride. As a nation, we British, generations ago, became the most successful traders the world ever knew. But all success begets jealousy, and for the last two or three hundred years our shopkeeping propensities have been subject to the jokes and sneers of our less successful rival nationalities. These attacks told, and it was considered undignified to keep a shop, much less try to sell anything not asked for. Dealers put the business, but not their name, over their shop. It was bad form to show a customer anything he did not ask for and still more to invite buyers by a display of goods in the window, or by the distribution of a simple business card, Our American cousins, people of the same blood, untramelled by these influences and traditions first showed us the way to successful shopkeeping and business methods.

As I said, real salesmanship began when a merchant tried to sell a customer in his shop something which he had not asked for.

Then came modern salesmanship, which goes further, and aims to bring in the buyer—often for something he really does not want, but thinks he does—and when he is in the store to show him and try to sell him still more articles. Salesmanship has now developed into well defined departments, with experts in each, ranging from attractive buildings, show windows, interior displays, newspaper advertising, personal work of clerks, to the more spectacular and indirect Lipton method of international yacht racing. It must all rest on the good reputation for fair, honest and generous treatment of the customer, often at the expense of temporary loss. This is where we stand to-day.



F. TAYLOR, CARLETON PLACE.

Retiring After Two Good Years' Work on the Executive Committee.

Great as has been the progress of the last quarter of a century, I believe the next will show much more.

It is into the salesmanship end of the business I think the brains of the future will have to go. The financing, buying, collecting—while of the greatest importance, of vital importance—are matters of routine, in which no doubt, many improvements in efficiency through labor and time saving methods and systems will be introduced. Salesmanship, will in all probability be a profession. The young business man will go to college, graduate with a B.A. degree and spend two or three years in a technical training school, as do the lawyer, doctor, dentist or engineer of to-day. In these

class schools he will learn from the most experienced men all the principles of buying, attracting and handling customers. When he begins practical work, he will have to make a careful study of every article he handles, get the talking points from the manufacturer's salesman, and catalogues and literature. He will demand greater rewards and he will get them because he will make the business larger. He will have to take up lines that now seem to be outside the hardware trade. You who have now a small shop in the country will have premises larger than those of any city store to-day, not to mention the repair factory where all the motor, and farm and household machinery appliances of all kinds increasing largely in extent will be taken care of.

More than that you will begin to approach the point where the spending capacity of the people in your field will not keep up with the pace you want to drive your business. You will have to join hands with others in your town—bankers, manufacturers and mechanics, as well as merchants, to build up this spending capacity. You are, perhaps, in a farming community. You will have to work with the professors and experts in agriculture to make the people tributary to your store, increase the output from their lands, make six rows of grain grow on the stalk where only four now grow. Mr. C. C. James, Deputy Minister of Agriculture, recently showed that under the right kind of inspiration and education in Ontario in 10 years the farmers received $35,000,000 on three items—cattle, bacon and cheese.

"You are in a resort district you should help to organize the people to bring visitors and summer residents. I know of one Ontario town in which Americans are spending $200,000 a year on building summer homes alone. You should aid in establishing manufacturing industries in your town to get the trade of the working men.

This is the picture of what the modern merchant must be. It may seem a hard task, but the growth will be gradual, if rapid, and system will make it easy; the working pace furious, but competition less, and the rewards will be great. There will be more millionaire retailers and they will be the merchant princes of the future.

About 10 or 12 years ago Mr. Howland and a couple of Montreal dealers were discussing with me in that city the situation. He said he thought the jobber would become less and less a factor in the hardware life, that he would drift into manufacturing. The other jobbers agreed with him. I thought so myself—but business does not seem to be evolving that way. On the other hand, the jobber is looming up as a more important factor than ever. I think this is due to the smaller margin of profits, the increasing cost of maintaining a large and capable sales organization and the fact that the retail buyer, working at higher pressure during business hours, is not able to give attention to the salesman of manufacturers.

A few years ago the leading manufacturers began to send a few travelers direct to the retail trade. It worked very well and it paid well, but soon every manufacturer of importance had his travelers and those who first used salesmen felt the competition and put on more men. The country was overrun with them. The retailer was becoming a bigger and busier man and his time would not permit him to give a hearing to all who importuned him to listen to their story. This, coupled with the heavy cost such a force was entailing and the smaller percentage of profits under competition, caused manufacturers to carefully study the situation, with the result that to-day the tendency is to gradually reduce the number of traveling representatives, and instead of asking them to "sell," they use them to "talk" goods, leaving the selling and collecting to the jobbing houses—thus effecting a very great saving.

The most up-to-date manufacturers to-day regard the jobber and retailer as their sales force and are taking a deep personal interest in them. They are beginning to devote their energy to instructing that force in all the arguments that can be used to effect a sale,



Complimentary Dinner
given by
H. S. Howland Sons & Co. Limited
to
The Officers and Members of
The Ontario Retail Hardware Association
at
McConkey's Restaurant.
Toronto.

February 12th 1908.

Title Page of Dinner Bill of Fare.

and how to answer similar arguments advanced by competing manufacturers. They are taking steps to insure better profits to the merchant by economies in manufacturing costs, and a permanence of their business by maintaining the highest standard of excellence in quality and guaranteeing that quality under all circumstances.

This being the situation as I see it to-day, I think there should be a drawing still closer together of all interests, for the common good, but maintaining always of course our independent organizations.

As to "Hardware and Metal," I can say little, excepting that it is my intention to continue the policy of spending our profits on improvements. This has made it the great property that it is. When we make $1,000 we proceed to add features which will entail annual expenditures of perhaps twice that. For fifteen years the gross income has increased every year, without exception. Last year was the largest on record, yet the last three months there was a loss because we had added some new features and strengthened the staff by taking on another good man. This year we completed a corps of regular correspondents from every centre of the Dominion. Each week you in this province know the news of business men and conditions in British Columbia, as well as in Prince Edward Island. Our competitors say that this is not playing the game fair. I am not worrying about the present, I am building for the future. I am well satisfied with our progress, and if I am not getting cash dividends, I am getting what gives me far greater satisfaction—the satisfaction of being part of a newspaper that is respected, the pleasure that comes from the generous welcome that you have given me to-night, as the owner of that paper, the reception that I get from the trade all over Canada, and have been getting for years.

The paper is far from my ideal of a trade newspaper, but as our revenues increase, so will its usefulness to the trade. I have in mind the further improvement of our news service and the addition of several special writers in the not distant future. I cannot close without paying a tribute to my staff, who really deserve the compliments you have been paying me. In addition to the members of our staff here to-night, I would particularly refer to the men in Montreal, Winnipeg, and London, England.

Mr. Hunter brought out rather a novel idea in speaking of the grievances of the hardware trade, when he suggested that these matters should be considered a safeguard to business. "If the hardware business was easy," he said, "everyone would be rushing into it, and competition would be ruinous." He ranked the hardwaremen among the highest in the business world, because his business was clean and inviting, permitting the comforts of life, because its requirements of intelligence and education were large and because severe apprenticeship was necessary to assure success.

Mentioning the excellent financial position in which the hardware trade as a whole stood, Mr. Hunter quoted as an instance the few failures which had occurred during the last few months. "The hardware business has brains and capital in it," he said. "That's the secret of this satisfactory condition of affairs."

VOTE OF THANKS.

The "grandfather" of the association, Past President Humphries, said the late hour would prevent any of the guests from expressing their appreciation of the entertainment provided other than in the most simple manner. He would move a vote of thanks and if the motion was seconded put it to the meeting with all talk cut out. J. W. McDonald, of McDonald & Hay, North Bay, seconded the motion and it was adopted amidst enthusiastic handclapping. Mr. Howland briefly acknowledged the vote, expressing his hope that all had enjoyed themselves and that relations of jobbers and retailers would always continue harmonious.

A flashlight photo was then taken and the event brought to a close about 11:50 by the sining of the National Anthem.

HARDWARE AND METAL

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A SUCCESSFUL CONVENTION.

The gathering together in Toronto this week of nearly a hundred retail hardwaremen from various sections of Ontario was, when weather conditions are considered, a remarkable tribute to the growing strength of the Ontario Retail Hardware Association. Last week's heavy snowfall blocked every line of railway in Ontario for periods varying from a couple of days to over a week, some of the branch lines being still closed to traffic when the convention days arrived. The attendance of a larger number of delegates than ever before is, therefore, somewhat remarkable. The association officers can accept the large attendance as an endorsation of their activities while non-members can take it as the placing of the seal of approval upon an organization that has "made good."

It is difficult to exaggerate the importance of these annual gatherings to the success and usefulness of the association movement, one great benefit of which is the bringing of the merchants together and promoting acquaintance and friendship. and one of the charms of every convention is the fact that it contributes to this most important end. The education of the trade by discussions upon practical questions under able leadership; the consideration of grievances and difficulties which vary greatly in the different sections of the province; the formal expression of the judgment of merchants on subjects on which it is desirable that their interests be authoritatively voiced, as for example, the parcels post question, the methods of catalogue houses, or the sale of goods by jobbers or manufacturers to consumers; the awakening of enthusiasm as well as intelligence in the carrying on of business; increasing the helpfulness of the association to the trade at large—all these can most efficiently be accomplished in the gatherings of merchants from various parts of the province.

Not only in point of numbers was the convention a success—the business sessions, the question box discussion, the dinner tendered the delegates by the jobbing houses—everything in fact went off with a vim, and it is safe to say that no delegate who attended the convention this year will miss another gathering, unless there's something of tremendous importance to prevent his being present.

ONTARIO'S HARDWARE CENTRE.

Commenting on the editorial in last week's Hardware and Metal, Arthur F. Hatch, manager of the Canadian Steel Goods Co., Hamilton, drew attention to one of the factors helping to build up that city as a centre of hardware manufacturing in Canada. It is almost a daily occurrence, he says, for orders to be received from Western Canada points giving instructions to include their shipment in a car of goods being sent west by one of the other large hardware manufacturers located in the ambitious city, or to receive a message from one of the latter that they have some goods going to a certain point and will be glad to co-operate in the shipment. In less than car lots a fourth class rate is charged, but in cars the rate is fifth class, so a material saving is made by manufacturers in such a favorable location.

Hamilton, with its large steel and iron industries, Westinghouse electric and Deering implement works, its big wire works, shovel plant, screw and nail industry, lantern and tinware factories, roofing, woodenware and other hardware industries, is making a big name for itself, not only in Canada, but across the border. In fact, it is said that in Pittsburg, where the Hamilton metal industries are large buyers, Hamilton is considered the largest industrial centre in Canada.

These facts should be considered by the municipal officials in Toronto in dealing with prospective industries in the future. Had the Hamilton Steel & Iron Company located in Toronto as originally proposed ten years ago, the industrial history of Hamilton would have to be written in a different manner.

The lesson is not only for Toronto, but for those in positions of influence in every city and town in Canada. When opportunity knocks, open the door and, without handing over the keys of the safe, extend a hearty and generous welcome to the promoters of legitimate industries.

A GROWING METAL DEMAND.

In considering the general conditions of the metal markets at the present moment there is one promising feature which should not be overlooked —the improvement in the demand compared with a few weeks back. Taking each metal there are distinct signs of a growing consumptive call, not in the same proportion of strength by any means, but still insistent enough to warrant a certain amount of confidence in the ultimate recovery of the markets. In tin, for instance, the demand is especially good, not only in Europe, but in the States. Stocks in the latter country were drawn upon to a considerable extent during January, and the imports latterly have not been sufficient to satisfy requirements. Even in the primary market there does not seem to be an overwhelming abundance of the metal, and with the consumptive call increasing on both sides of the Atlantic, tin is now soaring ahead in price. Of course the present figure is a speculative one, and may at any moment be broken by an unloading movement, but still there is incontrovertible evidence that the demand in tin is at present strengthening, and that a good trade is being done.

Copper in reverse to tin, is being hammered a little, and the price ruling in New York for some time has weakened owing to a great decrease in exports. But even here the domestic demand is not stagnant. Steady and increasing business is being done, but naturally it is not of such a volume—nor could one expect it to be—to balance a heavy falling off in exportation. The European demand has taken over 1,000 tons a day for four months, and it would have to be a very healthy demand to maintain prices in the face of such a side blow. That the metal has kept its strength so well is evidence of a stronger domestic demand than is generally credited. The continued fall of prices in the English market looks as if copper was over-abundant there, but the industrial activity should not take long to clear the situation, especially as stocks in the Old Country and in Europe were apparently not heavy previous to the recent exporting.

While it cannot be said that the markets just at present, with tin going up rapidly and copper going down, show any great sign of stability, but underlying all these fluctuations there is the evidence of a growing demand, and in this fact rests the best hopes of a firm tone being restored to the markets generally.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Dull and uncertain.
Copper—Cut of ¼c.
Tin—Advance of ½c.
Spelter—Higher prices anticipated.
Horse Nails and Shoes—New list issued.

MONTREAL HARDWARE MARKETS.

Montreal, Feb. 14.—Owing to the snow storms, trade has been very quiet. Travelers have been held up, and customers made to suffer an annoying delay through not receiving goods shipped, especially as many of the latter were rush orders. This is another instance of the necessity of dealers keeping track of their stock, and not letting it get down to such a low state that delay in consignment means financial loss. Railroads are now beginning to move freight more freely, but not to any degree of satisfaction. It is unfortunate that the deadlock should have occurred when trade was commencing to move more strongly, but it is expected that the set-back will be picked up within the week.

Reports from the west, although not so favorable as they might be as regards immediate trade, speak hopefully of the prospects when seeding commences. If weather conditions are favorable at this time, money should circulate more freely. Trade in the east is about normal, while the prospects are very favorable as stocks are light. Orders for builders' hardware are improving, while ammunition is moving more freely. Egg crates, ice cream freezers, and wire cloth, are being booked for future delivery. Prices all the way round are unchanged. Collections are fair, and that conditions are improving in this direction can be judged from the fact that the financial situation is nothing like so prominent a matter of discussion as it was.

Builders' Hardware and Supplies — Sales so far are behind those of last year at the same time, but the prospects are favorable for a good spring demand, There is no doubt that in the large towns there is a growing need of warehouses, offices, not to mention dwelling houses, and builders should be exceptionally busy this spring. Locks and lock sets are moving well. It is a matter for congratulation that there is a growing tendency to do away with cheap articles for the higher priced and more endurable ones. For outside work plated steel goods have not proved a success, as in a short time the rust penetrates the plating. Prices are unchanged.

Railroad Supplies—The demand is fair for this time of the year. Hammers, picks, shovels and drill steel are moving better, and there is every indication that when full construction operations commence a more than average trade will be done. Enormous sums are to be spent this year in railroad work, and the hardware trade will benefit accordingly.

Lumbermen's Supplies—An improvement has taken place in these lines, and axes, boot calks, wedges, are moving well for immediate delivery. Cant-hooks and chains are being booked in small quantities for future consignment. Lumbering operations, this season, however, have not been up to average. A smaller number of men have been employed, and the output will be below the normal. Considering the conditions, the various lines have moved well.

Spring Goods—An indication of the approach of spring is the movement that is now commencing to take place in picks and sidewalk scrapers. Metal polishes are also selling, and another week or so should see the lines in full vigor.

Nails—The price of nails still remains at $2.35, but there seems to be a lack of certainty as to that figure. Stocks among the dealers seem to be light. The demand, which is at present fair, will, no doubt, increase when the market becomes settled.

Shot—Booking is light, and for the present sorting orders are the main feature. There is no change in quotations.

Bolts and Nuts—Business is fair, but there is no marked feature in the demand. Bolts for railroad construction are moving more freely. Stocks seem pretty full, and prices are unchanged.

Screws—There is no change in quotations. Orders for future delivery are showing greater strength, but it is too early to expect any decided movement. Makers have sorted up their sizes fairly well, but dealers should remember last year's experience, and be in good time with their orders.

Horse Nails—The Montreal Rolling Mills announce an alteration in their method of selling their nails. As jobbers are selling horse nails at a price per box, the Rolling Mills were requested to adopt the same course. In future, therefore, instead of nails being sold at so much per 100 lbs. for each size, they will be sold at a base price per 25-lb. box, the base sizes being 10, 11 and 12.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 12.—Business has received a severe set-back during the past week owing to the heavy conditions which prevail on the country roads. The railroads are in operation again all over the province and communication which was discontinued for several days last week has again been re-established. The stormy period has, however, been succeeded by a lull which for some reason has caused a set-back to general business conditions which is being felt on all hands. The present condition is considered only temporary and business will likely go ahead again immediately unless again set back by severe storms. Collections through the country are average and continue to improve, which is very satisfactory to the jobbers who are beginning to talk of lessening the time allowed for the payment of notes from three to two months.

At present it is not considered probable that the full force of spring delivery will be felt until well on in March this year, a contrast to the same period last year, when delivery started in January. Building prospects throughout the country continue to brighten which is a good sign for future prospects. There have been few changes of note during the week, the price of wire nails has been arranged, and a revision has taken place on the prices of screen doors.

Nails—Price-cutting has ceased during the week and a satisfactory price has been arranged. The predicted drop has taken place and we now quote wire nails, 100-lb. kegs, at $2.30 base, f.o.b., Hamilton, London, Toronto, Brantford and Collingwood.

Rope and Binder Twine—The continued weakness in the hemp market has not led to any further reduction in the price of these lines. In local circles the revision is only considered temporary.

Bolts and Nuts—Some booking is being done, especially for lines used in bridge and iron work construction. The demand is fairly satisfactory at present and prices are being firmly maintained.

Screws—There is a small demand for common sizes at present and from indications trade will be speedily resumed. Some large orders for future delivery are being received and prices are firm. We still quote 85 and 10 per cent. on flat and 80 per cent. on round styles.

Lawn Mowers—Booking has received a good start and orders are commencing to come to hand for future delivery. Possibilities for future business continue to brighten.

Screen Doors—The prices of doors will be higher this year owing to the increased cost of labor and material. The advance is about $1.00 on most varieties.

MONTREAL METAL MARKETS.

Montreal, Feb. 14.—The leading feature of last week's markets characterizes the present situation. Tin in the Old Country continues to soar, while copper steadily sinks. The position is not one which commends itself to those anxious to see the markets established on a firm basis. Tin is evidently being bulled by speculators on an increasing demand, and although stocks apparently seem low, judging from the difficulty New York is meeting in getting shipments from London, there is no gauge

to the quantity of tin that is being held by interests in the Old Country and the far east. A large amount of metal may at any moment be thrown upon the market with disastrous results. On the other hand, the markets may be manipulated so well that any unloading may be carried on without bringing about a slump.

Copper is losing strength in New York. It stood well up to now the sagging in the Old Country, but a falling off in the export demand, as we anticipated, has weakened its position. Spelter is very firm just at present, and is the bright feature of the market this week. This metal has been selling at below cost of production so that it is time some change occurred. Pig iron during the week went up to 48s 7d, but eventually finished at 48s 1d, a good advance on last week.

Altogether, the market continues to be uncertain. The demand is improving all the way round, but the effect of this is lost in the speculative interests that are at work.

Pig Iron—Pig iron is dull and uncertain. Conditions in the United States have been practically unchanged during the past two or three weeks. Nominally prices have been well maintained but considerable cutting has been done in some cases for prompt shipment. The tonnage moving is not heavy, but it is showing an increase, and hopes are entertained that a considerable movement will be experienced in April and May. The English markets are holding firm under a somewhat better demand. The prospects for the steel trade in Great Britain are not promising, but the export demand for pig iron enables makers to hold the present prices. Locally there is a fair demand for cargo lots for immediate shipments. Heavy consumers are now coming into the market for spring and summer supplies and several good round lots have been closed during the past week. We quote: Cleveland warrants, 48s 1d; Middlesboro No. 1, $21.50, ex-store with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Copper—Copper in the Old Country continues to decline, and is now quoted at £59 7s 6d, a drop of £1 12s 6d over last week, which is a relatively heavier decline than was experienced the week before. The export trade from New York has fallen off, as was only to be expected, and the saving of the situation will be in the domestic demand in the primary market reviving sufficiently to hold prices. It looks under the circumstances as if, for some time, the foreign demand will be very light. Prices in New York are weakening and large lots are selling at ¼ to ⅛c off last week's ruling price. Locally, 15c is still obtained for small lots, but large orders are cut ⅛c.

Tin—Tin has advanced in the English market to £127 15s, which is an increase of £2 over last week. Speculative interests seem to be at present controlling the market, but against this there is a good demand ruling and that fact may hold the price from breaking badly. Stocks appear to be light, and there is no doubt that New York could take a lot more tin than it is getting at present. The effect of the high price of tin has advanced quotations locally, and we now quote 32½c, with prospect of a higher price.

Spelter—This metal is going ahead strongly after its great setback. There has been an advance of 30c East St. Louis, making the quotation $4.80, while in the Old Country the price is £20 12s 6d, which is an advance of 3s on last week. The demand is good and as stocks are low, higher figures will probably follow. Large interests in Belgium are controlling the market to advantage and this, combined with the curtailment of production in the States, makes the situation very promising. We still quote 5¼ for foreign and 5¼ for domestic, but anticipate higher prices shortly.

Lead—Lead has fallen slightly again, and is now quoted £14 10s. The market is on the dull side, but the impression that the spring will produce a good consuming demand still obtains and imparts an encouraging tone to the market. We quote $4.50 for imported pig.

Antimony—Antimony is without feature. The foreign market rules about £37 f.o.b., and we make no change in quotations. The demand is a fluctuating one, and not sufficient to have any great effect upon the market.

Old Materials—The market is without change and there is very little buying being done. We quote: Heavy copper and wire, 11½c; light copper 10c; heavy red brass 11c; heavy lead 2¾c; wrought iron $12; No. 1 cast $13; No. 2 cast $10.

TORONTO METAL MARKETS.

Toronto, Feb. 14.—Speculation continues to create price changes in foreign markets, the fluctuations in some cases being as much as from £2 to £3 in a day. A week may see prices advance and lower this much a couple of times. The market in Toronto cannot be expected to follow these sharp changes and fluctuations, so, despite seeming excitement in London or New York local conditions show little change.

Business is improving and jobbers report some fair-sized transactions during the week. Buyers who have been holding off seem inclined to come into the market, and February totals, short month though it is, should show a material increase over January. Prices, as said before, show little change.

Pig Iron—There is little life in this market and merchants are making no effort to force business by price-cutting. We still quote, $21 for No. 3 Middlesboro, and $22.50 for Canadian iron.

Copper—No change is reported, with from 14½c to 15c quoted for casting ingots.

Tin—Wide fluctuations have been reported from London, the market being firmer. We still quote 31c, however.

Lead—The English markets have weakened slightly, but our quotation of $4.35 still stands.

Spelter remains unchanged at $5.25 for foreign, and $5 for domestic.

Old Materials—The market is lifeless, with dealers buying very little.

U.S. IRON AND METAL TRADES.

New York, Feb. 13.—The Iron Age says: The ore firms at Cleveland, who find their market largely among the merchant blast furnaces of Ohio and Pennsylvania, have fallen in with the general movement of producers of pig iron and steel. The decision reached at Friday's meeting at Cleveland that no reduction from last year's prices is advisable for 1908 marks a departure in the lake ore trade. Ore buying was not expected to follow it, and time must be given for any effect of the action to appear farther down the line. That it will be an off year in ore is a foregone conclusion, and thus the hunt by consumers for other than lake sources of supply may not be vigorous. At present Lake Superior ores are being turned into pig iron at about 40 per cent. of the rate at which they came down the lakes last year. Not a few furnaces have ore in their yards or on dock at Lake Erie sufficient to last them into next fall.

Apart from the ore meeting interest has centered this week in a conference of pig iron producers of the central west and the Chicago district, held at Cleveland Saturday. The previous effort in this territory to maintain a stable market had not been successful. Some of the causes of irregularity have now been removed, and the furnace companies expect the action of the ore men to be of some avail in holding prices on a $17 valley basis for No. 2 foundry iron. Reports of price cutting in central territory, both on northern and southern pig iron have been rife of late, but new business actually showed a shrinkage from the January rate. The fact that stocks increased somewhat last month, with production of non-steel making irons less than 40 per cent. of the usual is significant.

Southern makers have of late received less than their usual percentage of orders in foundry and forge grades. All pig iron markets have been dull, in fact. In the east pipe makers have been buyers on a moderate scale, as they have been at intervals for some time.

The Pennsylvania Railroad's rail order for 1908 has been placed, 55,000 tons being distributed among four mills. The question of discard is not a factor. The mills are asked to furnish some open hearth rails on this order, but none is now prepared to do this, though the Steel Corporation expects to roll such rails at Gary in September. Two rail contracts for about 60,000 tons each are about closed, and other roads are expected soon to fall in line. In light rails the mills have done a surprising business.

In general, finished lines have shown some improvement upon January, even though slight, and January in turn was better than December. Consumers of important products into which iron and steel enter are yet to pass on prices, which thus far have not been seriously tested.

The wire and tin plate trades still lead in activity. Of the latter product important consumers predict a consumption in 1908 not far from that of last year.

Wrought pipe mills have found it necessary to increase their active capacity. The Lorain, Ohio, plant of the Steel Corporation, has started up in the past week.

Railroad bridge work in the west amounting to 7,500 tons has been booked, but current business is less than 25 per cent. of the fabricating capacity of the country.

Considerable buying of cast iron pipe is reported, about a normal business for February being done. New Britain opened bids this week on 8,000 tons, and 4,000 tons will be wanted for Cuba. Indianapolis, Ind., has just bought 4,000 tons.

Quebec and Maritime Provinces

Retailers at Halifax to Form a Protective Association—Large Lumber Mill Burned Near St. John.

HALIFAX.

Halifax, Feb. 10.—With the approach of spring business brightens up, and the hardware travelers now on the road are sending in good orders. The prospects appear very bright and the jobbers anticipate that trade will be fully up to the average. Prices throughout the list are steady, though there is some talk of a revision, which, however, will, it is anticipated, not be very great, if it does take place. There is a fairly good demand for ice tools, now that the annual harvest is on.

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The Nova Scotia Mining Society will hold its annual meeting in this city on March 25 and 26.

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Hugh E. Matheson, president of the Middle River Gold Mining Company, reports that good progress is being made at the company's property and that the prospects are excellent. The first shipment of gold from the company's ore has been made to New York. A number of improvements have been made at the mine recently, including the installation of a ten-stamp mill.

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William Madden, general manager of the Canadian Consolidated Coal Mining Company, Richmond, C.B., has left for Philadelphia to attend a meeting of the directors in that city. After the meeting he will proceed to Delaware, to examine some mining propositions in which his company is interested.

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Work on the new areas of the Dominion Iron and Steel Company at Port Marien is progressing rapidly and the company is meeting with splendid success. The coal is said to be a superior kind and while the report of the analysis on the last lot of samples has not yet been concluded, it is thought that the coal will be found suitable for metallurgical purposes. Should this be the case a line of railway will eventually be built from the mine to Sydney, a distance of twenty miles, and the work will start in the near future.

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A meeting of the retail merchants of this city was held at the board of trade rooms last week to consider the credit system in vogue in Halifax. The meeting was largely attended by merchants representing the various lines of trade. The matter was discussed at length but no definite action was taken. It was found that there was no one system which would be applicable to all the interests represented. It was decided to call separate meetings of the different trades and to elect a chairman at each meeting, who would represent the different branches of the retail trade at a joint meeting to be called later. It is probable also that a Retailers' Protective Association will be formed, as it was stated that this organization has proved its usefulness in other cities.

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Locally trade is very quiet just at present. Some of the retail men who are handling wrecked goods from the steamer Mount Temple, and have bargain sales on are doing some business in small lines, but otherwise things are considered pretty quiet. No traveling salesmen representing firms handling barbers' supplies need come to Halifax for years as the market is flooded with Boker's razors of all grades. Hundreds of these razors were salved in good condition and as they sold for about one-quarter of their value, no difficulty was found in disposing of them. It may be said that razors are a drug on the market at the present time. Hones, knives, scissors, wrenches of all kinds, clippers, cleavers, nippers, etc.,, are offered for sale, and there is such a large quantity of them that it will be some time before the market is cleared up. The fishermen will soon be ordering their supplies for the opening of the spring fishery, and this will brighten up trade.

ST. JOHN.

St. John, N.B., Feb. 11.—Business here for the month of January was very encouraging. With nearly all the dealers it was ahead of the same month last year, which is considered very satisfactory in view of the "hard times" reports that were so prevalent recently. The outlook so far this month is not quite so bright, but this is due in a measure to heavy storms which have interfered greatly with the movements of the traveling men. Shipments from the manufacturers show a marked improvement and goods are now being received in pretty good time, which indicates that the factories are not so rushed with orders as was the case last year. The dealers here are not looking for any great reduction in values, but a strong resumption in business is anticipated when spring opens up.

Collections have not been as good as might be wished and many are asking for renewals. On the whole, however, there is no reason to get discouraged, but to push things for all they are worth.

One of the dealers in conversation with your correspondent said he thought there was no reason to take a pessimistic view of the situation, as business was in a very satisfactory state now. He referred to an item he had read in a N. S. hardware journal to the effect that one of the big hardware firms in the south was putting on twenty-five additional travelers. This, he argues, did not look like any dropping off in business. A number of the leading manufacturers and merchants who have received notice from the Dominion Coal Co. that the price of coal is to be advanced 25 cents a ton are not any too well pleased. They point out that the price should be decreased rather than increased. The higher rate asked for the coal will increase the cost of production for the manufacturers with but little likelihood of their being able to make it good from their customers.

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At the annual meeting of James Pender & Co., on Feb. 6, G. S. Fisher was re-elected president, with the same board of directors. Reports submitted showed that the company had a successful year's operations. It is stated that the board decided to practically renew the galvanizing plant, but beyond that no changes are contemplated.

* * *

The creditors of the A. W. Wright Lumber Company have decided to bring the books of the company to this city so that those interested may examine. Tenders for the property are to be called for.

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The large sawmill in course of construction and almost completed, owned by the Louison Lumber Company, at Jacquet River bridge, was totally destroyed by fire Feb. 2. The fire is supposed to have originated by a quantity of lime in the basement getting wet. All the machinery is of the modern pattern, being imported from the United States. The loss will probably reach $25,000 or $30,000.

* * *

The annual meeting of the Alexander Gibson Railway Manufacturing Company was held at Marysville, Jan. 30. Alex. Gibson, sr., was elected president; Alex. Gibson, jr., vice-president; Col. Hugh H. McLean, secretary and treasurer.

Alex. Gibson, sr., Alex. Gibson, jr., F. D. Widder, John S. McLaren and Col. H. H. McLean were elected directors.

* * *

The Dalhousie Lumber Company disposed of their property to the St. Maurice Lumber Company of Three Rivers, Que., not the International Paper Company, and this company is now in control. The St. Maurice Lumber Company, however, is one of the subsidiary concerns of the International Paper Company, as the International Paper Company magnates own the majority of the stock. The new owners of the property are preparing to erect mills on the property which will cost upwards of $150,000, and the work will be rushed along during the coming summer. It is the intention to instal band saws and rossing machinery as well. The International Paper Company will take the entire output from the property in question. Most of the cut will be used for pulp wood.

* * *

J. Sutton Clark's new fish curing factory at North Head, Grand Manan, was blown down in the big gale on Sunday, Feb. 2, and totally destroyed.

EVILS WHICH ABOUND IN SUBSTITUTION.

It frequently happens that when a manufacturer brings out a rapid-selling or popular article, it is copied by some other manufacturer, and the latter may be able to put it on the market at a price a little less than the original. When the customer calls for the original article, the substitute is handed to him, in many cases with the remark, "Just as good and a little cheaper." This filching of ideas from one manufacturer by another is sometimes called piracy, and some manufacturers seem to think any article not protected by patents can be copied by them without any regard for the makers or original. This piracy usually takes place after an article has had a great demand created for it by the ingenuity or shrewdness of the original manufacturer, when the pirate comes along and takes it. A reputable manufacturer is clearly above such practice, preferring to win reputation and trade for products of his own creation.

Told by Ontario Correspondents

Guelph to Have a New Fine Hall—Galt Retailers Will Oppose the Co-operative Stores' Bill—Building Prospects at London Considered Bright—Machinery Factory to Re-open at Peterborough—Important Proposal of Kingston Dealer.

KINGSTON.

Kingston, Feb. 11.—The hardware business in Kingston continues quiet at present. The farmers in the surrounding district have been blocked by the snow storms and have in very few cases been able to reach the city during the past week. A local dealer made the remark that it was the quietest time he had experienced since he started in business in this city. Merchants are, however, hoping for a brighter outlook with the opening of spring. He said he would be very much pleased to learn of the hardware merchants combining as did the shoe merchants and some of the gent's furnishings' departments of this city a few years ago, and carrying a motion to the effect that all business should be transacted on a strictly cash basis, as he says, when they give a man six months' credit he considers it an insult to be asked to settle the account and takes his trade elsewhere, while they have to settle all their bills as they come due.

* * *

Henry P. Smith, architect, is preparing plans for the erection of an orphanage and a novitiate building at St. Mary's-on-the-Lake, property owned by the House of Providence. The latter institution requires more room, and it has been decided to build on the King St. west property. Already work on the excavation has begun.

* * *

Kingston lost another of its old residents last Friday in the person of Mrs. W. K. Routley, mother of Arthur K. and Alfred Routley, sporting goods merchants of this city. Deceased was seventy-five years of ago and had been ill for some time.

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Last week was a notable one for weather records in Kingston. On Thursday the lowest temperature in five years was registered, when the mercury got down to thirty degrees below zero, and on Saturday morning the biggest snow storm in as many years ocurred. Roads and walks were completely snowed in and the people are not anxious to experience many more such cold snaps again for some time, as it was very severe on their water pipes and coal bins. It was a busy week for the plumbers. "For the past few days we have been rushed very hard with orders," said one plumber when asked about the cold snap. "They have been coming in so fast that it is impossible to give them immediate attention, we take the orders in and do the best we can, but it is certainly keeping us hustling." "I have been on the jump all day," said another plumber who was wending his way up the main street on a hurry-up call. Generally the plumber has been the busiest man in town for some months.

* * *

Business in all lines has been exceptionally quiet the past month and hopes are entertained that the trade will brighten up again to some extent in the near future. This is the dullest time of the year and the merchants had been expecting quiet times, but had not looked forward to as great a falling off as there has been the past few weeks. Most of the hardwaremen have been busy preparing for the spring trade and are now laying in their stocks for the coming season. A great deal of attention has been given to their window displays which have been chiefly of seasonable goods. A good showing of skates, hockey sticks and numerous other sporting articles have been made.

* * *

The plumbers have been in great demand all the past week, owing to the very cold, stormy weather.

* * *

W. F. Kelly, of Oil City, Pa., was in Kingston last week for the purpose of establishing his headquarters for Ontario. His oil house will be known as that of W. F. Kelly & Co., importers of refined oils and gasolines. He has taken the office in R. H. Foye's building on the corner of Clarence and Ontario Streets. W. S. Grant, of this city, will act as agent for this district.

* * *

W. W. Fraser, formerly employed by W. B. Dalton & Sons, hardware merchants of this city, died at Sydney, N.S., last week. Deceased was a brother of Captain Robert Fraser, Marine Superintendent of the Montreal Transportation Company, and was twenty-five years of age. He was well known in this city, where he spent a number of years, having left here only about a year ago. His many friends will hear of his demise with great regret.

PETERBORO.

Peterboro, Feb. 12.—The Rapid Tool Company, of this city, suffered $16,000 loss from fire on Saturday night. The flames were first noticed when a blizzard was raging and at first it was thought that it would be impossible to save the plant. The fire brigade did good work, however, and succeeded in confining the fire to the stock room. The damage resulted largely from the destruction of a large quantity of augurs that were awaiting shipment. The loss is practically covered by insurance and the plant is again in operation as usual.

* * *

The annual meeting of the Peterboro Lock Company was held on Wednesday afternoon. The report covering the operations for the past year showed a most gratifying state of affairs, the plant having been run to its full capacity for the entire twelve months. The officers and directors were all re-elected as follows: Hon. President, Senator Cox; President, J. R. Stratton; Vice-president, W. G. Morrow; Managing Director, T. H. Fortye; Secretary-treasurer, E. H. Howson; Directors, A. L. Davis and Wm. Irwin.

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The plumbers have been kept busy during the past few days owing to water pipes freezing as a result of the extreme cold. In some cases the water supply was shut off from houses for several hours while repairs were being made.

* * *

The efficiency of the local fire brigade is to be increased by the purchase of a thousand feet of new hose and considerable other equipment. The city council has decided to purchase the hose from local hardware dealers and prices are now being received. In past years it has been the custom to purchase the hose direct from the manufacturers, but it has been ascertained that it can be secured in the city for practically the same cost.

* * *

The head office of the Lakefield Portland Cement Company is being transferred from Lakefield to Montreal. The office staff have been removed to Montreal but there will be no other changes.

* * *

The train service here was badly tied up at the week-end, owing to the unusually severe storm. The street railway company managed by hard work to keep its cars in operation without interruption.

* * *

The retail men report business quiet during February but well up to that of former years. They are looking forward to a brisk spring trade.

* * *

There is every probability that an agreement will be reached between the city council and the A. R. Williams Machinery Company, of Toronto, whereby the latter will take over and operate the plant of the William Hamilton Co., which has been practically closed down for the past three months. The Williams Co. made a proposition to the city and it is understood that arrangements are almost completed for the reopening of the works. Over a hundred men wil be given employment.

* * *

Hardware men here have experienced some inconvenience during the past week owing to non-arrival of goods,

caused by the delays in railway traffic as a result of the storms. Merchants in all lines have been affected in the same manner.

* * *

The Campbellford town council has entered into an agreement with the Canadian Steel Rolling Mills Company, by which the town will give the council five acres of land, exemption from taxes with the exception of school and local improvement tax, and furnish it with 1,000 horse-power at $10 per h..p per year for ten years. The company will engage in the manufacture of sheet and bar iron and will employ not less than 100 hands for at least ten months per year. The company negotiated with the Peterboro council before going to Campbellford but could not make satisfactory arrangements.

HAMILTON.

Hamilton, Feb. 11.—One of the most interesting items in the hardware line in Hamilton this week has been the Made-in-Hamilton exhibit being held by the Stanley Mills Company. This firm while carrying on a department store business, centres a great deal of attention on the hardware department, and in the exhibit it is doubtful if the hardware stock is not the most interesting. In all, seventy firms have exhibited their goods, and in the hardware exhibit the process of manufacture of knives, spoons, scissors, etc., is shown in the various stages. The display of the Hamilton Steel & Iron Company shows the metal from the iron ore until it is produced in pig iron, and then as it is made by other concerns into various articles. The Meriden Britannia Company has a somewhat similar display in the silver goods, and other firms represented were: The Ontario Lantern and Lamp Co., Hamilton Bridge Works, Smart-Turner Machine Co., Canadian Westinghouse Co., Canada Steel Goods Co.,, Banwell-Hoxie Wire Fence Co., International Harvester Co., Burrow, Stewart & Milne, Canada Shovel & Tool Co., Gurney-Tilden Co., the B. Greening Wire Co., and Chadwick Brothers. The exhibit, besides being of local interest, should also prove of interest to merchants in other cities, where such exhibits are an unknown quantity. This is the third year that the Mills firm has held the display and it is becoming better every year.

* * *

Chas. W. Meakins, head of the firm of Meakins & Sons, of this city, died here last week, after a brief illness. He was 76 years old and had been a resident of Hamilton for 57 years. At one time he kept a furniture business, but for the last thirty years was identified with the above brush company. The firm is well known to the hardware trade in Ontario.

* * *

Local hardware men have hopes of securing the convention of the Retail Hardware Association for this city next year. If their efforts to switch the convention this way next year succeed at the meeting in Toronto this week, the Ambitious City hardware dealers promise to do things up brown for the occasion and incidentally show the visitors that Hamilton is truly a hardware city.

The Dominion Power and Transmission Company has decided to make an addition to the new terminal station, at a cost of $1,000. When the place was built recently no provision was made for a parcel and check room, and the new addition will be made partly for this purpose.

* * *

The heavy snow storms during last week have had a bad effect on the wholesale trade, many of the small railway branch lines having been blocked for nearly the whole week, thus delaying the shipment of goods and tying up many of the travelers.

* * *

The Toronto Exhibition directors have awarded the Hamilton Bridge Company a gold medal as a token of appreciation of the fast and excellent work which it did in constructing the new grand stand at the exhibition grounds. The local firm contracted to build the stand one month quicker than any other firm, and it beat this promise by one month. The stand is made to accommodate 15,000 people and the iron used in it weighs 3,000,000 pounds. If placed end to end the girders would be 33 1-3 miles long, and if made into rails would make a track 42½ miles long, more than the distance between Hamilton and Toronto. The company also built the new horticultural building, and the new bridge for the C.P.R., which spans the town of Parry Sound.

* * *

The Petrie Manufacturing Company, makers of cream separators, etc., has decided to erect a warehouse in Regina in the spring. The building will cost about $5,000 and will be erected to complete the company's chain of distributing houses in the west. At present they have warehouses at Winnipeg and Calgary. The factory in this city is working full strength, despite the condition of unrest in the labor market throughout the country.

GALT.

Galt, Feb. 11.—Trade during the past two weeks has been satisfactory, although the recent storms interfered seriously with the country trade. Hardware merchants are confident that with the opening of spring the general outlook will be greatly improved.

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A break in the pipe line of the Dominion Natural Gas Co. on Monday caused great inconvenience to those who depend solely on this source for heat.

* * *

"We are working overtime to get out a large rush of orders," said a member of the Canadian Brass Mfg. Co., to your correspondent. This firm, which has been established in Galt for only one year, is rapidly coming to be regarded as an industry of much importance.

The hardware dealers are taking an active interest in opposing the proposed co-operative store bill, and in all probability will act in conjunction with the Retail Merchants' Association in endeavoring to prevent the bill becoming law. It is considered to be detrimental to fair and above-board competition.

A number of hardware travelers were snowbound here for a couple of days last week.

The thermometers in Galt have been hovering around the zero mark for about a week and the plumbers are kept busy with frozen and broken water pipes.

The board of trade has several prospective industries in view.

GUELPH.

Guelph, Feb. 11.—The tremendous blizzard that struck the whole Province last week completely isolated Guelph from all surrounding points, and trade was almost at a standstill. The only farmers who could come into the city were those who lived within a two-mile radius, and, as a consequence, the country trade was interrupted. However the abundance of snow has greatly enthused the snowshoe as a means of travel, and the trade has been brisk. Snowshovels have also been in great demand, and sporting goods have sold rapidly.

* * *

In last week's correspondence it was reported that N. L. Stewart, manager of the Guelph Stove Co., had resigned his position. Under his management the business of the company has been greatly developed. There is a large and fast growing demand for the various products of the firm's manufacture, and its future is assured. It is understood that one of the directors will assume the management, with a practical superintendent in charge of the mechanical department.

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Should the Government make the proposed extension into the market of the Winter Fair, it is altogether likely that a new fire hall will be built on the property of Hamilton's Marble Works.

* * *

The Wellington Hotel, which has for so long been the favorite stopping place of many commercial travelers, has been sold to a local syndicate. Extensive alterations will be made, including the installation of an electric elevator, and the removal of the sample rooms to the attic. Travelers will be pleased to know that Mr. Rutter, the former proprietor, will remain in charge as manager.

* * *

The single men of the J. B. Armstrong Mfg. Co. defeated the married men in a hockey game by 3 goals to 2.

* * *

N. Knaftel, traveler for the Bond Hardware Co., has resigned his position, and will take a responsible position with Lewis Bros., hardware merchants, in Montreal. His place on the road will be taken by Fred Reid, who for the past two or three years has been in the retail department of the Bond Company. Mr. Reid has always been most efficient in that department, and, no doubt, will be just as successful in his new work.

* * *

The incorporation of the T. E. Bissell Co., Limited, Elora, with an authorized capital of $150,000 is announced in the last issue of the Ontario Gazette.

* * *

A local syndicate has been formed to build a new hockey rink, on the pro-

perty adjoining the separator shop of the Raymond Mfg. Co., during the summer months, in preparation for next winter.

* * *

W. G. Howell, chief clerk for the Bond Hardware Co. is in Toronto today.

* * *

A number of the local hardware firms are engaged in stock-taking at present.

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A 10-cent window of the Bond Hardward Co. is attracting a good deal of attention and bringing in some extra trade during the slack season.

LONDON.

London, Feb. 11—Seasonable quiet continues in wholesale and retail hardware circles. The snow blockade of last week had a bad effect on trade conditions. There is one feature of the business situation, however, which is regarded as gratifying, and that is the almost entire absence of cancellations. "Our bookings for spring," remarked a representative of a large local jobbing house, "are larger than ever known, and yet I do not know of two cancellations. And you must remember that these orders cover transactions included in the business of almost a year. That, I think, does not show lack of confidence on the part of the retail trade."

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The Scott Machine Company has just shipped another of their L. & K. test boring machines ordered by the Dominion Government. This one goes to the lighthouse department at Prescott, Ont.

* * *

The Canadian Fire Engine Company, Limited, of this city, has made an assignment to the Canada Trust Company for the general benefit of its creditors, a meeting of whom is being held to-day. Liabilities and assets are not stated.

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Soper & Livingston, general merchants, Alvinston, have assigned to C. B. Armstrong, of this city. Liabilities about $20,000, with assets approximately the same.

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A local architect declares the building outlook for the city the coming season to be very good, the time of year considered. As yet it is early to form an opinion, but from the number of inquiries which are being made it seems not improbable that there will be a large number of residences erected, as well as factories and warehouses. The city will expend a considerable sum for new fire halls, and the new hygienie institute and the hospital for consumptives are also buildings in prospect. The new Smallman & Ingram retail store should also be included among the buildings for this season, since the major portion of the large addition to the retail section remains to be built.

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In an interview here W. T. Dockvill, traveling representative of the C.P.R. passenger department, spoke most optimistically as to the outlook. "I think we will have as good a season this year in the west as we had last year," he said. He does not think the fate of the crops will affect travel in the west. He added, "Inquiries are about up to the average, and I should judge that we will have as many intending settlers from here, and from the immigrants who come into the country, for Northwest points as we have had in a good while."

CHATHAM.

Chatham, Ont., Feb. 12.—The Wolverine Brass Factory commenced operations on Monday with a complement of about 25 hands. President L. A. Cornelius and Architect S. E. Osgood took over the factory last week. Mr. Clark, Government Factory Inspector, Toronto, who was here at the time, stated that the factory was one of the best constructed west of Toronto.

* * *

Another new industry is definitely in sight in the shape of a box factory. The man behind the concern is W. M. Drader, the well-known hoop, stave and lumber manufacturer. Mr. Drader proposes to build a box factory on the flats at the north side of the river, in the vicinity of the Chatham Wagon Company's plant. He has asked the city for the privileges of running a railway spur down Vanallen Ave. to the prospective site. The two property owners interested, however, object, and the council is endeavoring to secure for Mr. Drader the privilege of using the Wagon Company's switch. The latter concern are understood to have demanded a heavy rental, and guaranteed the use of the switch only for one year. It is to be hoped that the difficulties in the way will be speedily obviated.

* * *

The long promised five and ten cent. store concerning which there was quite a bit of talk last year, will materialize on April 1. Messrs. Brewster & Company, of London, St. Thomas and other places, are behind the new enterprise. They have leased the premises hitherto occupied by Taylor & Williamson's grocery. The present store will be thoroughly renovated, a modern front installed, new floors put in, and the premises made thoroughly up to date in every respect.

* * *

Angus Groff, representing Cluff Bros., Toronto, called on local hardware men this week.

The intense cold during the past few weeks wreaked quite a bit of destruction through the bursting of water pipes. The plumbers have, as a result, reaped a small harvest.

Is your partnership registered as required by the Provincial Act? If not, it might be expedient to have the little formality attended to.

It may not be generally known, but where one or more persons carry on business under a firm name, a declaration containing full particulars as to the personnel of the firm has to be filed with the registrar of deeds within six months from the time the firm commences business. Otherwise, the members of the firm are liable to a fine of $100, half of which goes to the Crown and the other half to the party laying an information against them.

This warning is timely in view of the fact that a writ was recently issued against Clark & Company, of Harrow, for failure to comply with the act. Some time ago there was quite a furore in St. Thomas, when an enterprising gentleman set out to make an honest living by laying information against firms which had failed to register.

* * *

A number of business men intend putting in a private system of electric lighting. In addition, the Electrical Development Company, of Cobalt, have opened negotiations with a view to securing a franchise to supply power for lighting and heating. The town council have invited the company's representative to visit Leamington and discuss the matter.

West of the Great Lakes

Big Industrial Progress of British Columbia—Saskatoon's Industrial Campaign.

SASKATOON.

Saskatoon, Feb. 8.—Last week the curling bonspiel came off and many of our merchants took advantage of the lull in trade to take part in the roarin' game. Competition was keen and "sweep 'er up" was the war cry of the day. Recreation as well as association work helps to keep our merchants on the friendliest of terms. Hardwaremen noticed on the ice by your correspondent were W. Hopkins, D. M. Leyden, M. Isbister and S. Kempthorne.

* * *

A new fire engine purchased by the city, has been set up and given a satisfactory test. Every one should feel safer now this addition has been made to the fire brigade. It was found necessary to engage an engineer, and Mr. McLean was appointed.

* * *

Again Cairn's specials have been defeated by the Prince Albert team, this time on their own ice. The score was 7-6.

* * *

The ice on the river is twenty-six inches thick and yet we have not suffered any inconveniences from cold weather. From all accounts the Eastern Provinces have come in for the lion's share of bad weather this winter.

* * *

The officers of the Board of Trade have settled down to business with energy and determination. It is felt that the time has come for beginning an aggressive campaign in the interests and

business welfare of the city. Letters of inquiry are being received from Eastern concerns who are looking for suitable centres to locate in, and these communications will be dealt with by the publicity committee in a businesslike manner. The city council will be approached for the sum of $6,000 to carry out a programme on a much larger scale than was attempted last year. A strong effort will be made to let the outside world see the unique position Saskatoon possesses as a manufacturing and wholesale distributing point. Much progress has been made by the city during the last year or two, but it is felt that there are greater things in store for the Hub of the hard wheat belt. It is capable of rapid development, situated as it is on three trunk railways which penetrate in all directions, and a rapid flowing stream which can be utilized for power purposes. The location of the town, too, in central Saskatchewan and other aspects, will be taken up by the publicity committee, and stated clearly and convincingly should be the means of locating many wholesalers and manufacturers here during the coming season.

* * *

This week the firm of Clare & Young will undergo a change. The general business has been bought by B. A. Archibald & Co., and when your correspondent called all hands were busy stock-taking. The business is composed of hardware, groceries and dry goods, each class of goods having a different section to themselves. Mr. Archibald, who is to manage the business, is well qualified, having had fifteen years experience in Halifax, N.S.

* * *

The Western grain growers will hold a conference here during February, when some matters of importance in which farmers throughout the Province are interested, will come up for discussion. All farmers should avail themselves of this opportunity to form a strong organization and go thoroughly into the wheat marketing problem. One phase which is sure to come up for consideration is the matter of grading the wheat as there was a good deal of dissatisfaction regarding this last fall. Central Saskatchewan embraces the largest wheat growing area in the Dominion, and if any beneficial changes are to take place it will be necessary to have complete organization.

* * *

It is gratifying to note the progress made by the C.P.R. in Saskatoon within the last few months. Less than a year ago the present site of the station and freight sheds was bare prairie, and these buildings are now almost ready for occupation. They are not of a temporary nature either, but combine taste and stability, and are thoroughly modern. Work is still pushed on at the bridge over the Saskatchewan, and soon the concrete piers will be ready for the steel. Several carloads of steel have arrived, and the Canada Bridge Company are making ready to begin operations. The steel work will take several months to put in place. The Canada Bridge Company are at present engaged on the superstructure of the Grand Trunk Pacific bridge here, but it is expected that they will finish this contract in two months. Track laying on the Grand Trunk will then be pushed west with all speed, for which ties, rails and other materials are collecting here.

* * *

At the Canadian Northern Railway roundhouse a number of tinsmiths are fixing up the dust pipes this week.

* * *

On Wednesday Cairns' hockey team went north to Prince Albert to have a friendly game, but got beaten by the home team. The score was 7-3.

* * *

A new fire engine ordered by the city some time ago has arrived, which will considerably increase the fighting powers of the fire brigade.

CALGARY.

Calgary, Feb. 3.—Some little publicity has been given to Linton & Hall and A. McBride & Co. in your valued publication lately, from the fact that the employes of the above firms have been "following the puck," writes "Turps" to Hardware and Metal.



A. R. AUGER, CALGARY.
"The Safest Hockey Goalkeeper that Ever Came Out of Ontario."

"Your paper said that up to date you had not heard from the other firms, of which ours (C. F. Cromer estate) is one. Now, what the writer wishes to say is that Linton & Hall's team would never have won the games they did had it not been for the able work done by G. D. Connell, a former star in the hockey world in New Brunswick, and A. R. Auger, the safest goalkeeper that ever came out of Ontario, both of whom are of C. F. Comer's staff.

"As the staff of Comer's hardware is not sufficiently large enough at present to form a team, it can be safely said that this outfit has done its part."

VANCOUVER.

Vancouver, Feb. 7.—After the good season of 1907, the slackening in business has been particularly apparent, and although the prospects for 1908 are very good, they do not compare favorably with last year. In discussing the situation, a well-known local hardwareman stated that while the business is not anticipated to be up to the mark of the preceding twelve months, still it is good, and the outlook is very favorable. Railway construction is bringing trade, and from up the coast, where a new country is developing there have been many inquiries. The calls for builders' hardware are keeping up well. Saw mills have been inactive this winter, with the result that the demand from this source is not as good as usual. Overhauling has been going on, and repairs have necessitated some business. Taken altogether, the general condition is satisfactory.

A peculiar circumstance will make a difference to the stove manufacturing business in Vancouver this year. Owing to the impossibility of getting stove mounters, the Vancouver Stove Works has decided not to manufacture stoves this year. They have advertised locally and in the east, but no replies have been received, and as these men are a necessity if the work is to be proceeded with, the stoves will be laid aside for the present. Not that there is no demand for them. On the contrary, the manager of the company stated this morning that they had no stock on hand, but under the circumstances no other action could be taken. It is understood that in Victoria, where another stove manufacturing company is located, that they have their complement of mounters.

The Vancouver Stove Works, prevented from carrying on their special line, will direct their attention to the manufacture of hardware for builders. They have been producing these lines during the past year, but during 1908 will have their full force at work on it.

* * *

Building is good in all the coast cities. In Vancouver, the permits for January were over $350,000, as compared with $187,000 a year ago; in North Vancouver a large increase is noted for 1907; in Victoria, the progress is considerable, and in New Westminster there is activity. Improvements are going up on all sides.

* * *

In railways, there will be considerable doing. This is apart from the general construction of lines like the V.V. & E., of the Grand Trunk Pacific, or the lines proposed in southeast Kootenay. In Vancouver, the B.C. Electric Railway Company has double-tracking on its list, as soon as it can be got on with, and in Nelson an extension of the tramway system is suggested. The C.P.R. proposed to spend about $50,000 in Fernie in the spring on new trackage and other necessary improvements.

* * *

Referring to Fernie, brings to mind the fact that the doubling of the customs receipts at Nelson for January was principally due to the importing of large quantities of machinery for use in the developing of the coal mines in the Crow's Nest district. The C.P.R. is opening a large mine at Hosmer, and the Crow's Nest Pass Coal Company is

adding to its assets. But then several Spokane people are interested in more than one coal company which is either starting operations or has started, and, of course, it is only natural that they should purchase their supplies in their own country.

* * *

The machinery for the new G.T.P. steamer, which will ply on the Skeena river, will be furnished by the Polson Iron Works, of Toronto. The construction of the new boat will be done by Alex. Watson, of Victoria, the total cost being about $30,000.

* * *

The Board of Works of the Vancouver city council had considerable discussion over the efficiency of pipes for plumbing purposes, whether oiled pipes or tarred pipes gave the best results. Mr. Weeks, one of the plumbers, stated that one of the objections to oil pipes was that they had to be brought from across the line, as bringing them from Toronto meant a delay of three or four weeks. Eventually the decision reached was that no oil pipe should be used as a soil or waste pipe, which shall weigh less than the following per foot: Two inches diameter, 4 lbs. per foot; 3 inches, 6 lbs.; 4 inches, 9 lbs.; 5 inches, 15 lbs.; 6 inches, 20 lbs. All soil pipes, waste pipes and fittings for interior work, shall be coated with asphaltum or oiled, and for exposed work they shall be immersed in linseed or vegetable oil; all underground shall be coated inside and out with asphaltum.

SALE BY TENDER

Stock of Shelf and Heavy Hardware, Furniture, Etc.

Sealed tenders will be received by the undersigned at their offices, Bank of Hamilton Chambers, Main St., Winnipeg, up to noon, Wednesday the **19th day of February, instant**, for the stock of shelf and heavy hardware, furniture, etc., belonging to the Estate of Hunt Bros., Vermilion, Alta., as follows;

Stock of Shelf and Heavy Hardware, Furniture, Etc., as per Inventory.	$9,353.76
Fixtures as per list.	663.60
	10,017.36
Book accounts as per list.	472.55

TERMS: Cash or quarter cash, balance 2, 4, and 6 months, with interest at 7 per cent. secured. The highest nor any tender not necessarily accepted.

The stock can be seen on the premises at Vermilion, Alta., and the inventory and any information required, obtained at the offices of the undersigned.

Newton, Davidson and Cherry,
Assignees and Accountants

Winnipeg, Feb. 8, 1908

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

AGENCY WANTED.

WANTED ONTARIO AGENCY for stoves, hardware specialties, refrigerators, metal beds, etc., manager of a large manufacturing establishment is opening an office and sample room with storage facilities in Toronto, March 1st; has large experience, thoroughly acquainted with the trade, two traveling salesmen, and out for business. Will be pleased to interview or correspond with any firms open to be represented in above lines in Toronto and Ontario on commission. Address S. & Co., HARDWARE AND METAL, Toronto. (9)

BUSINESS CHANCES

HARDWARE, stove and tin business in one of the best manufacturing towns in Ontario; stock nine thousand; clearing two thousand yearly. Principals only dealt with. Address Box 693, HARDWARE AND METAL, Toronto. (8)

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

PARTNER WANTED—To take half interest in a good new hardware and harness store; location, Saskatchewan; would like one with some experience as harness-maker, and invest about $2,000 in money; will give full particulars on application. Box 694, HARDWARE AND METAL, Toronto. (9)

PARTNER wanted to take half interest in hardware business. Must have some hardware experience and invest $1,500. Box 688, HARDWARE AND METAL, Toronto. (7)

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

FOR SALE—A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (8)

FOR SALE OR RENT—Well-established hardware, tinsmithing, roofing and furnace heating stand without stock in a small town situated in a rich farming community in Eastern Ontario, five minutes walk from G.T.R. station acytelene gas and hot air heating plants, also good dwelling in connection. For particulars apply to D. Courville, Vankleek Hill, Ont. (7)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

FOR SALE—Set of tinsmith tools complete, great bargain for cash. For particulars write Box 132, Vankleek Hill, Ont. (7)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. (10)

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

WANTED by April 1st practical man who can superintend the erection of steel water works stand pipes and push the work along with dispatch. Must be experienced man, sober and reliable and be able to furnish recommendations from reliable firm he has worked for. Apply Box 695, HARDWARE AND METAL, Toronto. (10)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—By experienced hardwareman, position in first-class retail hardware store or in wholesale house. Good Winnipeg references. Box 2, HARDWARE AND METAL, Winnipeg. (10)

A1 TINNER wants situation as traveling salesman for A1 line of stoves and furnaces; no other need apply. Thos. Hamilton, Brinston, Ont. [8]

POSITION wanted at once as clerk; two years experience as manager of branch hardware store. Box 689, HARDWARE AND METAL, Toronto. (7)

TINSMITH wanted for Manitoba, experienced in bench and sheet metal work, furnace work; eavetroughing and roofing, pipe-fitting and work usually done in a country shop; must be a worker and regular in habits; state wages and experience. Address Box 691, HARDWARE AND METAL, Toronto. [7]

WANTED by March 1st, position as hardware clerk. Six years' experience, wholesale and retail. A1 references from present and former employers. Box 10, HARDWARE AND METAL, Union Bank Building, Winnipeg. (7)

WANTED—Position as hardware clerk: good references. Apply Box 165, Wolseley, Sask. [7]

Typewriter Wanted?

The best and cheapest way to secure a second-hand Typewriter is to insert a Want Ad in "Hardware and Metal." The Want Ad will cost you 25 or 50c., but you will probably save five or ten dollars on your purchase.

Condensed advertisements in "Hardware and Metal" cost:

2c. per word, first insertion; 1c. per word, subsequent insertion.

Five cents extra for box number.

SEND MONEY WITH ADVERTISEMENT

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday Feb. 14, Room 511, Union Bank Bldg, Winnipeg, Man.

A satisfactory turnover is reported by the wholesale houses business for February having so far proved better than was expected. Some improvement in country collections is reported by the credit men.

Building paper prices are lower and there is some cutting in white lead. Solder is cheaper. Planished copper has been reduced.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 10 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21.00 per dozen; 7¾ to 8¾, $23.00 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 22c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾c.

Building Paper—Anchor, plain, 66c; tarred, 69c; Victoria, plain, 75c; tarred, 88c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 29½c per pound; plain, 24½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $9.25; 1½, $11; 2, $14.80; 2½, $24.60; 3, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 25½c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

SAVE FUNERAL EXPENSES.

In a small folder entitled "Aerograms" the poetic genius of the Southern Engineer reels off the following rattling good suggestion to dealers in all kinds of merchandise, who are drifting toward the decadent line in business:

Tell us, are you advertising
In the same old foolish way
That your grand-dad did before you,
And persist, "It doesn't pay"?

Think the whole world knows your address,
"'Cause it hasn't changed in years"?
Wouldn't the pathos of such logic
Drive a billygoat to tears?

"Just a card" is all you care for,
Hidden, lonesone and unread,
Like the sign upon a tombstone
Telling folks that you are dead.

Wake up, man, and take a tonic,
Bunch your hits and make a drive,
Run a page and change your copy,
ADVERTISE and keep alive!

TO CLEAN GUN BARRELS.

To clean a dirty, powder-caked gun barrel, plug one end and pour vinegar into the other.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

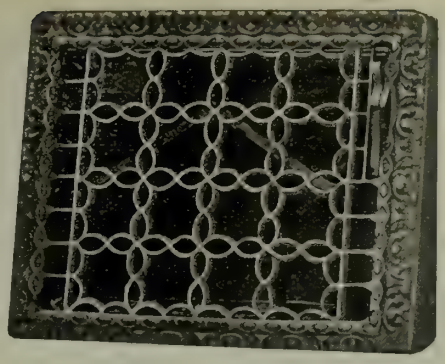
is our attainment—it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited
PAINT MAKERS
WINNIPEG and CALGARY



Favorite Side-wall Registers

Are constructed with **one valve.** Have **handsome open-pattern face** with **flaring base,** which affords lots of **space for passage of warm air.**

When these registers are used, **one air pipe** can distribute **heat** to **four rooms,** two on ground floor and two above, if properly proportioned.

Pease Foundry Co., Ltd.,
TORONTO

Pease-Waldon Co., Ltd.,
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

Heating and Housefurnishings

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR A "Y" BRANCH.

Let Fig. 1 be the branch, Figs. 2, 3, 4, 5, the plan of construction. We will take it for granted that both branches are to be exactly alike and the (3) three openings round, so it will be only necessary to deal with one branch of the pattern as shown in Fig. 2.

Let "1—7" be the diameter of the pipe. On the line "1—7" draw the

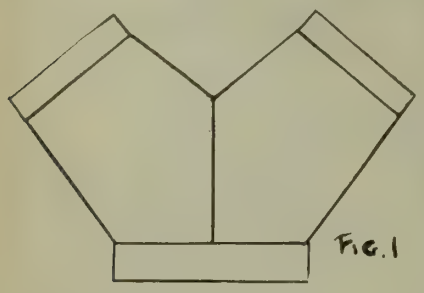
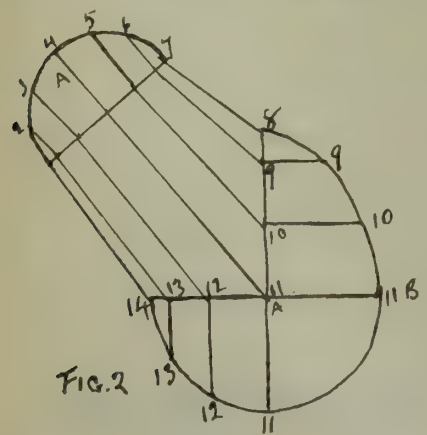


Fig. 1

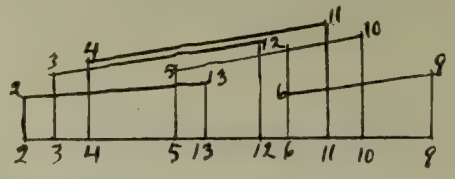
semi-circle "A" and divide it into any number of equal parts and from these points draw lines at right angles to "1—7." Using "11 a" as centre, draw the half circle "11 b—14." From the point "11 b" draw the elliptical curve as shown by "8—11 b" and divide this section into half the number of parts as there are in the semi-circle "A" and from these points draw lines at right angles to "8—11 a" and divide one-half of the semi-circle "11 b—14" into one-half the number of parts as there are in the semi-circle "A" and from these points draw lines at right angles to "11—14."

Now draw heavy lines from "2 to 13," "3 to 12," "4 to 11," etc., and draw dotted lines to the opposite corners as "2 to 14," "3 to 13," "4 to 12," etc., always connecting the dotted lines the



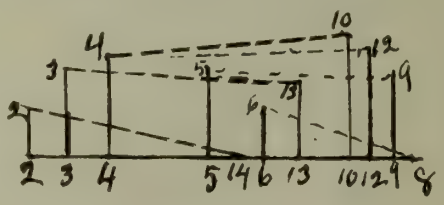
shortest way. These heavy and dotted lines form the basis of sections to be constructed.

To get the true length of the heavy line "2—13" take this distance and place it as shown by "2--13," Fig. 3. From "2" and "13" erect the perpendicular lines "2—2" and "13—13" equal to "2 2" and "13 13" Fig. 2. Draw a line from "2" to "13" in Fig. 3, which is the true length on the finished article "Fig. 2." In this way all the true lengths of the heavy lines are obtained



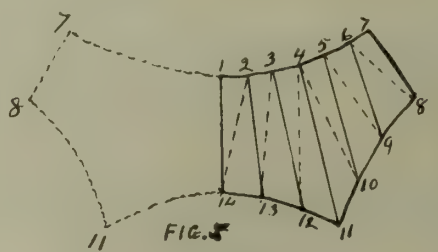
in Fig. 3 and that of the dotted lines in Fig. 4.

Take the distance of "1—14," Fig. 2, which shows its true length, and place it as shown by 1—14" in Fig. 5. Now with "1—2" in Fig. 2 as radius and "1" in Fig. 5 as centre, describe the arc "2" and intersect it by an arc struck by "14" as centre and the dotted lines "14—2" in Fig. 4 as radius. Now with "14—13" Fig. 2 as radius and "14" in Fig. 5 as centre, describe the



arc "13" and intersect this arc by an arc struck from "2" as centre and with "2—13" Fig. 3 as radius.

Proceed in this manner, using alternately first the divisions in the semi-circle "A" in Fig. 2, then the slant lines in Fig. 4, the divisions in the semi-circle "11—14" Fig. 2, then the slant lines in Fig. 3 until the line "4—11" in Fig. 5 has been obtained. Then starting from the point "11" in Fig. 5 use alternately first the divisions in the



elliptical section Fig. 2, then the slant lines in Fig. 4, then the division in the semi-circle "A" in Fig. 2, then the slant lines in Fig. 3, until "7—8" in Fig. 5 is obtained, which is equal to "7—8" in Fig. 2.

Now trace a line through points thus obtained, shown from "1" to "7" to "8," to "11," and to "14." Trace this opposite "1—14" as shown by "7," "8," and "11," thus forming the full pattern for one branch of the Y edges must be allowed.

W. M. M.

LARGE RADIATING SURFACE.

When you burn a pound of coal, you generate a certain, definite, fixed amount of heat, no more and no less. No matter in what kind of a stove the combustion takes place, the quantity of heat evolved is the same.

The main question is, what does the stove do with the heat thus generated? How much of the heat is radiated into the room, and how much escapes out the chimney?

An open fireplace wastes heat, and a direct draft stove wastes heat as compared with a base burner.

But which of two base heaters, radiates the more heat? The one with the larger direct radiating surface. There is nothing mysterious about it; no amount of magic or argument can interfere with the established scientific fact that of two heaters of equal firepot measurements, equally well fitted, the stronger heater is the one with the larger direct radiating surface.

TALK FURNACES TO FARMERS.

The Hardware Trade has in recent issues been discussing the tendency of hardware merchants in the country districts in the western states to force stoves on the farmer customers instead of selling them modern furnaces.

The idea generally prevails among the merchants that the farmers won't buy anything but stoves for heating purposes, which, as a matter of fact, is wrong. Farmers in this country are independent in every sense. They own their farms, have substantial buildings, and in the majority of cases a bank account.

If this is true the hardwareman is making a mistake when he sells a stove to a customer at a modest profit of, say $5, when he might sell a modern heating plant and clear several times that amount on the deal.

Years ago the farmers lived in small shanties, but nowadays his residence has improved and is so much larger in size that to keep it comfortable the installation of a modern heating plant is absolutely necessary. This being the case, why not change your methods of dealing with the farmer? Don't wait until he is ready to buy a stove or the chances are you won't be able to supply him with a furnace, but solicit his interest in your own heating system, point out the convenience of attending to a furnace instead of several stoves and the saving in fuel that the careful manipulation of the modern system

shows. A strong argument in favor of the furnace rests in the fact that farmers in different sections of the country have installed a modern plant and their neighbors are generally envious of the result.

The farmer may need a little educating about the matter of buying better goods, but if given a chance he generally learns to see the value in modern improvements which a few years ago were scorned. A good time to broach the subject to a farmer is when he is building a new house. Go and have a talk with him, tell him the advantages of the furnace and dwell on the better sanitary conditions which result from its use. He will understand that the advantages enjoyed by his city friends may easily be his own and if the dealer himself knows the advantages of the furnace the result will be a sale and a satisfied customer. The reward for doing advance work may not seem worth while, but remember that if you instal a system for Farmer Jones and he is satisfied with it, Farmer Brown and the other farmers will become so interested that you will find that you have contracts for installing modern heating plants which will ensure your customers satisfactory results and will help to make this year's business show an increase over any other year in your firm's history, and this is the point to consider when you are talking furnace to probable purchasers.

PUSHING THE CLEARANCE SALES.

There are only a few weeks more in which the hardware dealer can hope to sell stoves this season. Are you doing all that you can to clean up the stove stock? Have you been pushing the clearance sales of stoves and other winter lines to the limit? asks the Hardware Trade.

Ofttimes the sale of a new stove can be made more easily by agreeing to take an old stove for a small sum as part payment. In making clearance sales and cutting the life out of profits, the dealer does not feel that he can take anything on the deal that isn't as good as cash.

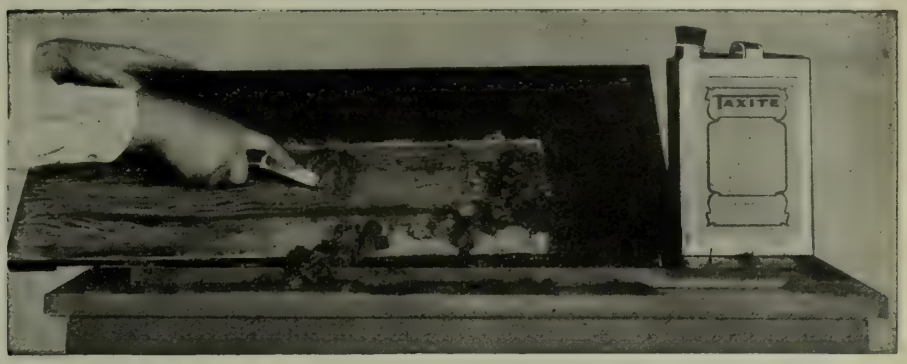
Neither can he afford to make as liberal an offer for an old stove now as he could earlier in the season when he was getting full prices for the new and when there was greater opportunity of disposing of the old. But still, if possible, take the old stove to make a sale. You will probably have to carry it over if you get anything better than scrap iron price for it; but it is better to carry over a $5 old stove than it is to carry over a $25 new one, provided, of course, that the old one can be fixed up in the fall and sold for the $5, or better.

A STOVE WINDOW.

A window display showing a model kitchen would be an attractive advertisement at this time of year if the details of the arrangement could be carefully carried out. To carry out the idea cover the floor of your show window with oilcloth and place a small cook stove in the centre at the rear of the window. To make the display realistic run a pipe over to the wall

TAXITE
REGISTERED

SHERWIN-WILLIAMS RELIABLE PAINT AND VARNISH REMOVER



Order Taxite Now---It's a Good Seller all the Year 'Round

Sherwin-Williams Taxite is the simplest and most efficient Paint and Varnish Remover on the market.

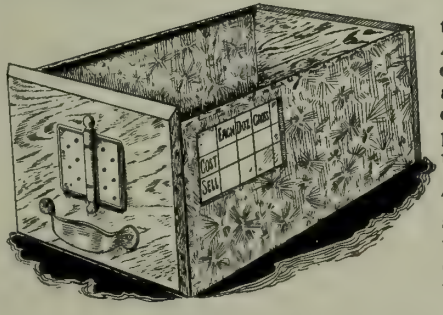
It's a good seller all the year 'round, but you can create a special demand for it during the Spring house-cleaning season by suggesting its use on old, worn and marred furniture, woodwork or little things about the house. Every can of Taxite sold will sell other specialties, for refinishing, as well.

The cut shown above illustrates the simple method of using Taxite. Following the directions printed on each package the customer cannot fail to obtain the most satisfactory results. Address nearest office.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

813

Some Goods Sell Themselves



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

Write for Price List and Full Description.

SOLE MANUFACTURERS:

Cameron & Campbell, - Toronto, Ontario

and fasten with a wire to the ceiling. In the corners at the rear and each side of the stove place a row of pans and kitchen utensils, a chair can also be placed in the corner for effect and a number of additional pans may be displayed to advantage on the stove. In front of the window, but as far to the side as possible, arrange a small sized kitchen cabinet and opposite to this hang a baking board, rolling pin, etc. The effect, though simple, is quite attractive and should pay for the trouble of arrangement in a short time.

Coal Burning in Warm Air Furnaces and Ranges

By "Harrington," in the Metal Worker

Improved combustion, if obtained, will exhibit a corresponding decrease in the volume of smoke, an increased volume of heat from the coal consumed, and a consequent decrease in coal consumption. Having selected a good quality of coal of proper size, the rules to be followed are :

Do not pack the coals tightly.

Keep the fire loose and spongy.

Keep the fire clear of ashes and clinkers.

Admit plenty of air at the bottom of the fire, and the results will present a condition highly satisfactory, always bearing in mind, however, that when perfect action of the coal burning, heating or cooking apparatus is desired perfect combustion is required, and to obtain perfect combustion all the air that passes up the chimney must first pass through the fire, but neither perfect combustion nor the satisfactory operation of the furnace or range can be obtained unless the chimney be of sufficient capacity or proper height, and is perfectly free from any opening or crevice other than the opening into which is inserted the smoke pipe of furnace or range.

The Question of Grates.

Care should be exercised when selecting a furnace or range, to obtain that which is equipped with either a triplex or a duplex grate, by the use of which the fire may be kept loose, spongy and clear of ashes and clinkers, without packing the fire, which is apt to be the case where the old style shaking grate is used. If the furnace or range is of the modern type, and care has been exercised in the management of the apparatus and satisfactory results not obtained, do not hastily condemn the furnace or range, for neither furnace nor range has a draft of its own; this must be supplied by the chimney, which may be likened to a pump, its mission being to draw the air through the furnace or range and thus create a draft.

A manufacturer will not place upon the market a furnace or range until it is an assured fact that the furnace will heat and the range will cook, bake and heat water; if therefore the furnace or range installed does not perform its expected duty local conditions are the preventive, and the defect may be remedied by an experienced furnaceman.

Care of a Furnace.

The first thing in the morning and again the last thing at night close the check damper in the smoke pipe at the back of the furnace, turn the dust damper to open that flue, and, if a triplex grate, apply the shaker crank in turn to each one of the shaker bars, and keep turning these until the fire is entirely clear of ashes and clinkers, then close the dust damper and fill the firepot with coal level with the top of the first pot, close the feed door and open the flap in the ash door, or in the absence of a flap on this door, open the door itself, leaving full draft on until the body of coals becomes well ignited; then close the draft at the bottom and open the check draft damper in the pipe at the back of the furnace, and the fire thus arranged will steadily burn for hours, maintaining an even temperature.

If the furnace be equipped with a duplex grate proceed in the manner mentioned, except as to the operation of the grate itself. To the shaker bar of this grate apply the shaker crank and give it one or more quick continuous turns down and back, do not agitate the grate, but give a quick movement down and back, usually one or two turns down and back will clean the fire of all ashes and clinkers. Do not at any time leave the feed door open; check the draft by closing the ash door and flap in that door, and by opening the check draft damper in the smoke pipe at the back of the furnace.

Care of a Range.

To Clean the Fire: If a duplex grate close the oven damper in order to create a strong draft to the dust flue, open the dust damper, place the shaker crank on the shaker bar of grate and give it one or two quick, continuous turns down and back, do not agitate the grate, but give a quick movement down and back, usually one turn down and back will clean the fire of all ashes and clinkers, then close the dust damper. If a triplex grate, arrange the dampers as mentioned, and place the shaker crank on the shaker bar and continue turning it until the fire is clear of ashes and clinkers. In putting coal in the firebox never place in it more than enough to fill the firebox even with the top of the firebrick or firebox linings.

To Prepare for Baking : Clean the fire in the manner described, then fill the firebox with coal and allow all the draft possible until the entire body of coal is ignited, then close the oven damper, allowing plenty of air to reach the bottom of the fire by opening the slide in the ash pit door or by opening the ash pit door itself. and in accordance with the strength of the draft of the chimney, the oven should be ready for baking in from 10 to 20 minutes after closing the oven damper.

To Check the Fire : Close the ash pit door and slide, open the register in the smoke pipe, and, if necessary, open the slide in feed or broiler door.

Smoke Pipe and Chimneys.

The smoke pipe connecting the furnace or range to the flue should not be reduced in size. Each joint of pipe should fit well and close at the joints, and care should be exercised to avoid telescoping the joints at elbow. The smoke pipe should not enter the flue farther than the edge of the inside wall of the flue, and where the smoke pipe enters the flue care should be taken to make this point air-tight by well cementing around the pipe.

It is the chimney that supplies the draft. A chimney should not be less than 8x8 in. square, or its equivalent. A chimney, unless it is of sufficient capacity and scientifically arranged for such work, will not create sufficient draft for both furnace and range. A chimney should not extend more than 3 or 4 in. below the point of entrance of the smoke pipe. The higher the chimney the better the draft. A chimney should be higher than the peak of the roof. A chimney near tall trees having heavy foliage will not at all times have a good draft. A chimney surrounded by tall buildings will not show good results. A chimney will show better results when the atmosphere is dry and clear than when the air is heavy and foggy.

The size of coal best adapted to furnaces and ranges :

Furnaces, with fire pots less than 14 in. in diameter, nut coal.

Furnaces, with fire pots 14 to 28 in. in diameter, stove coal.

Furnaces, with fire pots larger than 28 in. in diameter, egg coal.

Ranges, with ovens from 14 to 20 in., nut coal.

LE SAUVAGE SPECIAL CHIMNEY CONNECTION.

John Le Sauvage, New York city, has taken out patents for a special chimney connection calculated to obviate the disadvantages met with so often in cities where ranges with an oval collar on top for the smoke pipe, and a close stove pipe connection with the chimney, make the periodical cleaning of the chimney almost impossible without much labor and damage to brickwork. The Le Sauvage chimney connection is made of sheet iron and consists of an oval collar extending through the brickwork into the flue and through the oval opening. The round horizontal pipe from the range can be readily connected. In the front part of the flat piece to which the oval collar is attached there is a slide which can be raised and lowered. When it is raised it allows the oval pipe, on the range collar with the horizontal round connections to the chimney, to be raised so that it can be disconnected from the pipe collar and withdrawn, when free access to the chimney for cleaning or removing any obstruction, is possible. When one of these adjustable flue connections has been built into the chimney flue at the proper height, the connection or disconnection of a range is a simple matter, asserts the patentee. It is only necessary to raise the slide, push the horizontal chimney connection in through the oval opening, then lower the oval vertical piece until it connects with the collar and is pushed down into place, he points out. Then by pushing the slide down a tight joint around the round pipe connection is effected and an acceptable finish is made.

"SANDERSON'S" TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C. LESLIE & CO.
Limited

MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

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Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Announcement

M. R. M. CO.

New Cold Process Horse Nails

As the jobbers and wholesalers are selling Horse Nails at a price per box, and we have been requested to adopt the same course, we take this opportunity of announcing to the trade that in future we will sell our Horse Nails at a base price per 25-lb. box. Base sizes: 10, 11 and 12.

EXTRAS FOR OTHER SIZES:

No.	9	8	7	6	5	4	3
$	.10	.20	.40	.65	.90	1.15	1.65 per box.

If you have not had samples of our NEW COLD PROCESS HORSE NAILS, write us for them at once.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Shoddy Mills, Stratford, owned by Benjamin Leckie, were damaged by fire last week to the extent of $5,000.

Contracts for a large amount of steel rails for the Egyptian Government and New South Wales Government, have been let to British mills. Heretofore all rails and rolling stock for these roads has been supplied by American firms.

Last week's storm did great damage to the towns on the coast of the Maritime Provinces. Vessels were carried off, wharves and bridges destroyed, and costly breakwater sites demolished. The loss is estimated in the millions.

The New Brunswick Iron Company have leased their large property at Lepreaux to the Dominion Steel & Iron Co. for a period of eighty years. The lessees will pay a royalty of 25 cents a ton on all ore lifted from the mines.

A. Hill & Co., bridge builders, have received the contract for another large steel bridge at Wingham. The contract price will be nearly $7,000. The firm is very busy at present on getting the material out for a large bridge near Bayfield.

Rhodes, Curry & Co., Amherst, N.S., have decided to establish a large steel foundry at Moncton, for the manufacture of steel castings and general railway appliances. The company will probably occupy the old I.C.R. shops at that place.

Reports of coal discoveries are on the increase in the west. From Regina come reports of a number of seams being unearthed by farmers varying in width from two to eight feet. Many of the seams are being worked to meet local requirements and companies are organizing to take over the more important claims.

The first shipment of coal from the Diamond Vale coal and iron mines, of Coutlee, B.C., has been received at the Pacific coast. This company spent $100,000 in 1907 for buildings and equipment, and a western essayer is authority for the statement that the undertaking will prove successful. The coal is bituminous and high class.

Since Australian custom duties have been practically settled, trade has revived considerably in the different states and as a consequence a large number of orders for immediate shipment are reaching Canadian manufacturers. The heaviest orders are for tubing and pipe, though some fair orders for general hardware are being received.

The Stratford Manufacturing Company's new factory is nearly completed. The building is a compact, two-storey brick structure and is equipped with hardwood floors, which are strongly reinforced to carry the heavy machinery to be installed. The new company will manufacture ladders, swings, hay sling carriers and many important lines.

The St. Lawrence Lumber Company, recently incorporated, has acquired a tract of land in Quebec containing in the neighborhood of 500 square miles of timber limits. The headquarters of the company is at Sherbrooke, and gangs of bushmen are being fitted out at that place to make a survey of the property and to establish a number of camps.

January outputs from the collieries of the Dominion Coal Company surpassed all winter monthly records in the history of that organization, totalling 312,358 tons. Such an output would be considered a good average for a summer month. In January, 1907, the output was 252,248 tons, and in 1905, 160,061 tons. Open weather permitted shipments to be much larger than usual.

The duty on bicycles going into Australia has been revised. On Aug. 5 an order-in-council went into force fixing the duty on frames at five guineas, with a United Kingdom preference rebate of 10 per cent. Though the above was in force from August 8 to December 31, 1907, it was not ratified, and the new tariff will remain on the previous basis, 30 per cent. general, and 25 per cent. preferential, on goods manufactured within the bounds of the United Kingdom.

In the course of the next few days it is anticipated shipments of ore from the Government mines on the Gillies limit will be made. The Kerr Lake branch of the Temiskaming and Northern Ontario Railway will be completed in a week or ten days, and the ore from the Government mine will be immediately shipped. The Government desires that all ore shipped should be smelted in the province, and arrangements are being made with the Deloro smelter at Marmora, which is nearing completion, to take the ore.

It is reported that Granby Consolidated, of Boston, will likely take over the Dominion Copper Company and the British Columbia Copper Company. Engineers in the employ of the former company have gone over these mines, and it is confidently expected in the west that the change of ownership will take place in the near future. The combination would mean that the red metal could be produced at a figure that would leave a fair margin of profit with copper at a price that would close 75 per cent. of the copper mines of the American west. It would mean that the Wall Street "copper corner" manipulators have either been beaten at their own game, or have arranged for a new deal.

Railroad Construction.

The links in the G.T.P. chain of railroads are being pushed to completion by the company's officials. The division between Thunder Bay and Fort William, a distance of 400 miles, is expected to be completed by May 15. The work on the various sections now let is being pushed as rapidly as possible and it is confidently expected that the road in that section will be completed in record time.

The Grand Trunk Pacific is reported to have settled the differences with the British Columbia government regarding the title to lands at and adjacent to the terminus at Prince Rupert. In consideration the railway company has decided to hurry the construction of the road. The contract for the construction of a hundred miles from Prince Rupert eastward is to be awarded within three months. Mr. Wainwright, vice-president of the G.T.P., has been at Victoria several weeks negotiating.

The White-Parr railway is arranging to make an early start in the spring of the construction of the line from Copper Camp to White Horse. 500 men will be employed April 15. This action is being taken in view of the expectation in New York that copper will rise several cents per pound this spring, and the price will make profitable mining in the rich properties of the White Horse camp. Ore bunkers will be erected at Skagway. Six hundred tons of steel rails have been purchased for the enterprise.

Building Notes.

Winnipeg Congregationalists will erect a new church at Winnipeg during the year.

J. Leckie & Co., Vancouver, have taken a permit for a solid brick warehouse, to cost $80,000.

A permit for the government observatory was issued by the city architect, Toronto, on Feb. 6. The building will be of three storeys and will cost $91,000.

The contract for the new government public buildings to be erected at Delhi have been let, the successful tenderers being Shultz Bros., Brantford. The contract price is in the neighborhood of $30,000.

Contracts will be called for in March for Winnipeg's new theatre, the "Imperial," which will be built this year. The cost of the new theatre will be $150,000 and there will be seating capacity for 1,500.

Building permits for January totalled $351,685 in Vancouver, as against a total of $187,265 for the same month last year. These figures are 20 per cent. in excess of any other month's showing in the history of the city.

Companies Incorporated.

The Standard Foundry and Manufacturing Company, with headquarters at Quebec, has been incorporated with a capital stock of $95,000 to take over the interests of the Standard Foundry Company, Quebec, and to deal in and manufacture any articles constructed of metals. The provisional directors of the company are Michael Ameye, Marcel Baartmans, Victor Martineau, Arthur Jodain, and J. B. Bissonnette, all of Quebec.

THE COMPANY'S CLAIM.

The Dominion Steel Company have issued a statement showing the amounts they claim from the Dominion Coal Company.

Paid for extra cost of coal purchased from the Dominion Coal Company, $1,237,235.39.

Paid for extra cost of coal purchased from others, $402,721.43.

Damages due to short deliveries in August, September and October, 1906, $132,252.75.

Damages due to cessation of deliveries in November, 1906, estimated at $479,000.

Total, exclusive of interest, $2,251,209.57.

A Paint Catechism

By G. B. Heckel.

84. How is a fit condition of surface obtained? First, by delaying the application of the priming coat until the wood is thoroughly seasoned, unless seasoning has been properly attended to in the lumber; secondly, by seeing that the plaster on the inside of the building is completely dry before painting is begun on the outside. A new house should have been heated some weeks before it is painted. In an old house leaking spouts, etc., should be repaired and the adjacent wood allowed to dry thoroughly before re-painting. Thirdly, by avoiding the application of paint in moist weather or when the atmospheric moisture is high. Fourthly, by selecting a dry, mild season, as late spring or early fall, rather than a cold or hot season, as winter, or mid-summer, for the work. Fifthly, by seeing that sappy or resinous spots in new lumber are properly treated before painting. Sixthly, by due care on old work that all loose paint and dust are removed by scraping, sand-papering, wire brushing, dusting, or if necessary, burning, before new paint is applied.

As a rule, it should always be remembered that two thin coats thoroughly brushed out, are better in most cases than one thick coat, and that repainting should never be delayed until the undercoats begin to loosen seriously.

85. Can the ordinary property owner obtain satisfactory results with prepared paint by applying it himself? Only when conditions are favorable. In any case he should study carefully the directions on the can, and unless they are found to apply to his particular job, should consult either the manufacturer or a practical painter for fuller advice.

86. Will a chemical analysis determine the quality of a paint? No. To the expert paint chemist it will indicate whether the paint is scientifically compounded or not; but of the method of preparation, which is quite as important as composition, it wil tell nothing. Only a thorough and exhaustive physical examination wil tell this.

87. Will the blow-pipe determine whether white lead is good or bad? No. It will tell whether or not the material is a pure lead compound, but it will reveal nothing regarding its qualities as paint. The soluble salts of lead such as the acetate or the nitrate, will yield metallic lead with the blow pipe more readily than will the carbonate, but when found in white lead they are very detrimental. On the other hand, the more stable white compounds of lead, such as the oxy-sulphate, though they may be pure lead compounds, will not reduce before the blow pipe without the use of a flux, except in the hands of a skilled operator.

88. In view of all the foregoing what is the true test of paint value? Service. The conditions, physical, chemical and technical governing the behavior of paint in any given case are so numerous and so obscure that it is hopeless for any one but an expert to attempt to comprehend them. House paint is designed to cover a wide range of conditions and the better grades of prepared paints meet the average conditions with remarkable success. As between the many competing products, naturally, it is to the record of success rather than the composition of the paints that the consumer must look for enlightenment. There is always a reason—usually there are many reasons why a certain paint under certain conditions meets or fails to meet the requirements; but these reasons are usually obscure and technical and quite beyond the range of common knowledge. It may be taken as axiomatic that no paint obtains permanent popularity except on the basis of substantial merit. Success begets success and nothing could be more conducive to increased sale of a given paint in any locality than the

A Quick Starter and Strong Finisher

FLOORGLAZE ENAMEL is so attractively put up with such catchy advertising signs and color cards, that it is sure to be a quick starter to move from your shelves, and there is quality in every tin to make it strong to hold out to the finish.

Put up in 10 shades, send for color card.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

ocular demonstration of its value on painted buildings. It is this practical demonstration of superior convenience, economy and durability which has caused the consumption of prepared paint to expand from the humble beginnings of the industry in the late fifties, to its vast proportions of the present day.

(To be Continued.)

Paint and Oil Markets

TORONTO.

Toronto, Feb. 11.—Trade has not yet recovered from the effects of the extreme weather conditions of the past week. Business is dead and though jobbers in local circles are not complaining, no orders are coming in, and the prevailing prices are being firmly maintained. Though the railroads are again in operation, country roads are in an unpassable condition, owing to the large amount of snow, and, as a result, the retail trade throughout the country is suffering severely from the effects of the weather.

Turpentine—No change has occurred in the price of this commodity since last writing, and prices are steadier in the South. Shipments booked for Toronto for last week's delivery are still on the road, but as the trade has made little inroad on present stocks, no inconvenience has resulted from this source. Buying is still cautious, dealers only carrying enough stock for immediate needs. We still quote single barrels 75c; 2 to 4 barrels 74c. Less than barrels add 5c per gallon.

Linseed Oil—This commodity remains firm and is not much in demand at present. No further change has taken place on the foreign markets, and the expected advance has not yet overtaken the local markets. A sudden demand of average size would exhaust the supply on sale, and as shipments which should have reached this city last week are still on the road, the stock on hand is very low. We still quote: Single barrels, 60c; 2 to 3 barrels, 59c; 4 to 9 barrels, 58c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms, net, 30 days.

White Lead—There is a small average demand for white lead which cannot be said of any other article on the paint market. Prices are being firmly maintained and stocks are low. The market is still in an unsettled state, but Toronto prices are firm. We still quote: Genuine white lead, $6.25; No. 1, $6.

Red Lead—Prices remain firm and the demand is slack at present. The prevailing belief in local circles is that a change will take place in the price lists in the near future. For some time bottom prices have been quoted and the expected revision will likely show an advance. We still quote: Genuine, in 100-lb. kegs, $6; genuine, in 560,-lb. casks, at $5.50; No. 1, $5.

Petroleum—An average demand exists at present through the country and no changes have occurred during the week. Quotations remain: Pratt's Astral, 17½; water white, 15c, and prime white, 13½c.

Glass and Putty—There is no demand at present, owing to the general condition of the roads. Spring booking will likely go ahead in the near future. Prices of putty remain: Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Shellac—Prices are steady, with no demand at present. Prices remain: Pure white, in 5 gallon lots, $2.25; pure orange, $2, and No. 1 orange, $1.90.

Varnish—The demand is slow at present, but prices remain firm. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

MONTREAL.

Montreal, Feb. 14.—The heavy weather has continued to interfere with the traveling arrangements of the various concerns, and orders are coming in but sparingly. Much was anticipated from February in the way of an improved demand all round, but the present adverse weather circumstances have militated against that. Still, with the railroads once again in working order there is plenty of time for February to fulfil anticipations. Prices are unchanged.

Linseed Oil—Shipments continue dull, and there is nothing of note to record. The foreign market is firm, and quotations are unchanged at: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Turpentine—Buyers are still only purchasing for immediate use. The continuance of the snow blockade has, however, caused quite a shortage of turpentine, and prices are holding very firm. With an improvement in the weather, conditions should improve with regard to the arrival of shipments. We quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Ground White Lead—The improvement in the demand noted last week has been maintained, and a steady trade has been done this week. It seems as if ground white lead had touched bottom for a time, and with the improved buying a strengthening tone should be imparted to quotations. Prices are unchanged at Government standard $6.25; No. 1, $6.

Red Lead—Red lead still remains quiet It is a gratifying fact that despite the light buying quotations continue firm at Genuine red lead, in casks, $5,75; in 100-lb. kegs, $6; in less quantities at $6.75 per 100 lbs. No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

Dry White Zinc—The demand continues light, but supplies being easy, prices are

BRANDRAM BROS & CO
BRANDRAM'S B.B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Buy the Best.

Be sure it's Brandram's

B. B.

GENUINE WHITE LEAD.

BRANDRAM-HENDERSON, LIMITED

Corroders and Grinders

Montreal Halifax
St. John Winnipeg

Excessive Advertising Makes High Cost

It is absurd to talk about its coming out of the increased business done.

It comes out of

The Trade
The Consumer
OR
The Quality

generally a little of each.

We advertise liberally, but not excessively, we give the trade a square deal and we give the consumer the best value obtainable for his money.

ASK US FOR SPRING PLANS

R. C. Jamieson & Co.

Makers of Crown and Anchor Paints, Varnishes and Enamels.

16-30 Nazareth St., - MONTREAL



Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.
EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

FIRE NOTICE!

We beg to notify our numerous customers and friends that the fire which destroyed our McGill Street warehouse on the 30th ultimo will not affect our business.

Our Factory and Paint Warehouse in Point St. Charles will fill all orders as usual, and we have secured temporary offices at 200 McGill Street, where your wants will receive prompt attention.

Thanking you for past favors and soliciting a continuance of your esteemed patronage.

P. D. DODS & COMPANY

MANUFACTURERS OF "ISLAND CITY" PAINTS

Montreal

maintained as follows: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—The demand is very quiet, and prices are firm at: Pure, 8½c; No. 1, 7c; No. 2, 5½c.

Varnishes—Factories are still maintaining their conservative attitude and buying carefully, but the demand is expected to open out very shortly. In anticipation of this, makers of varnish are carrying full stocks.

Putty—Although the demand is improving, there is little strength to it at present. We continue to quote: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case). $2.15; bladder putty in barrels, $1.95.

PAINTS FOR METAL WORK.

Paints or varnishes intended chiefly for decorative purposes, that will last for 15 years on the inside woodwork of a residence, will do well if they last more than five years on the outside woodwork of the same residence, and would be an exception, indeed, if they would last over two years on the tin roof or gutters, thus demonstrating the great difference in exposure and consequent variation in the decomposition of the paint on different portions of a house. It remains for us, therefore, to compound paints for specific purposes, made of such materials that will give them the greatest efficiency.

In a majority of instances paint dealers throughout the country sell most of the paint intended for wood surfaces from $1.25 to $1.50 per gallon. Yet, when it comes to paint for metal roofs the prevailing condition seems to be that the dealer cannot sell a paint for this class of work for more than 50 to 75 cents per gallon. Why? Because the uninformed possessors of false economical paint principles believe "if the paint on the visible exterior of the house, which is expected to look pleasing to the eye, cost a certain price, paint that is put up on the roof, and which is not necessary to look pleasing to the eye, should not cost half that price." Therefore the price that controls the quality of paint on the market for metal roofs which are sold by the dealer is unfortunately, kept down by popular demand.

Another reason for a vast amount of cheap trash on the market for metal protection and called paint is the fact that the painter or tinner applies a cheap quality so that his own temporary profits may be thus gained. Painters and tinners invariably are asked by their customers for prices "per square" for doing the job, (details of quality and materials omitted), and in order to secure the work they are tempted to make a price consistent with their chances of a successful issue. As a rule the tinner does not care much whether the paint he puts on wears one or five years. It makes no material difference to him. It may present a good appearance for a few months after it is applied, and be almost entirely washed off in a year or so afterward.

There are many paints that will wear well for a period of from 5 to 10 years on sheet metal exposed to the weather, and also on bridges, but the manufacturers of these are compelled very often to give a very close bid in order to get a contract and are compelled to use cheap material; in fact, they have often made the statement to those who attempt to sell them high grade paint that "our customers will not pay us any more for our material with high grade paint than if it was coated with the cheapest that could be obtained."

ANNUAL MEETING AT MONTREAL.

The annual meeting of the Canada Paint Company was held in the board room at the head office and works, William street, Montreal. A large number of directors and shareholders were present, a strong contingent coming down from Toronto. A most satisfactory report for the past year was presented, and the management was warmly congratulated. It was mentioned that notwithstanding the general slump in trade, business had warranted the company in running their several factories full time all the winter. The usual dividends for the past year were declared.

SHELLAC AND VARNISH.

A fair estimate of the covering powers of shellac and varnish is as follows: One gallon of shellac varnish will cover 400 square feet of white pine, first coat; it will cover 500 square feet on second and succeeding coats. Interior varnish will cover from 350 to 400 square feet to the gallon, first coat; and nearly 600 square feet for succeeding coats. On hard wood, filled with paste filler, interior varnish will cover from 50 to 75 square feet more of surface than on the unfilled wood.

SECURED NEW PREMISES.

Both Messrs. P. D. Dods & Co. and E. F. Walter & Co., whose premises on McGill St., Montreal, were destroyed by fire as announced a fortnight ago, have made prompt arrangements for carrying on their business as usual.

P. D. Dods' factory and paint warehouse in Point St. Charles was not destroyed so that they are able to carry on business without any interruption and have secured temporary offices at 200 McGill St.

E. F. Walter & Co., have also secured premises at 318 St. James St. and as a new stock of goods was ordered some weeks ago and was on its way from the Old Country at the time of the fire, they, too, will be able to carry on business without interruption and to fill customers' requirements from an entirely new stock.

In salesmanship a smile is a little thing, yet it has brought more customers than have the price or merit in merchandise.

There are never too many competitors in a business. If a salesman does not get trade, it is not because it is overdone, but because the salesman is outdone.

The best you can do for a customer must be determined by an estimate of the best you can do for your employer. The employer first, the customer next, but justice to both.

WALL BROS., BLEURY ST., MONTREAL, PROBABLY THE LARGEST RETAILERS OF PAINTING MATERIAL IN THE CITY OF MONTREAL, SAY: "OUR CUSTOMERS SEEM TO BE DRAWN TO OUR STORE TO PURCHASE THE CANADA PAINT COMPANY'S COLORS AND VARNISHES BY AN IRRESISTIBLE MAGNETISM."



TAKE A LOOK



at the way it works, the way it covers, the way it stands!

Take a look at the way it brings you money and business.

It is

RAMSAYS' PAINTS

making a reputation for itself and for the dealer wherever it goes.

It advertises you!

Have you seen Ramsay's Paint Catalogue for 1908? It contains many money-making specialties.



A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

The Right Paint at the Right Price is

NEW ERA PAINT

Although the price of New Era Paint is quite moderate and calculated to appeal to your customers, the quality is there all the same. It cannot be beaten for space covering and long life by any paint on the market.

Standard Paint and Varnish Works Co. Limited
Windsor, Ontario

HEADQUARTERS
FOR
Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

BRONZE POWDER and BRONZE LIQUIDS

ARE ***GUARANTEED*** WHEN MADE BY

The Canadian Bronze Powder Works

Backed by long experience, R. E. Thorne & Co. have unsurpassed facilities for filling orders at short notice. Write for particulars.

MONTREAL — TORONTO

NO ORDER TOO LARGE. EXTENSIVE WORKS AT VALLEYFIELD, QUE.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

You Can Give Better Value

and increase your paint sales tremendously by handling

MOORE'S
Pure Linseed Oil H. C.
PAINT

Every can of it is a confirmation of our statement that no other prepared paint equals it for covering capacity and durability. We saved the money which we might have spent in extensive advertising and put it into the paint. That's why we can give you a better paint at a lower price than any other manufacturer.

Send for Color Cards and Prices.

Benjamin Moore & Co.,
LIMITED

New Office and Works : TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.

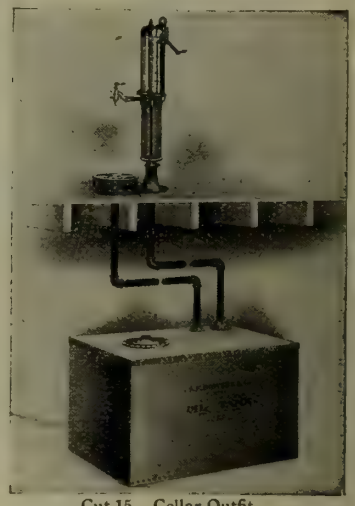
Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick ; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

No Dripping! No Gumming!

No trouble at all with Linseed or other heavy Oils when handled with the

BOWSER
SELF-MEASURING
OILTANK

The Bowser Tank and Pump are both absolutely air tight, and the anti-drip nozzle cuts off the flow of oil the instant the desired quantity is drawn.



Cut 15. Cellar Outfit.

The installation of a Bowser is money in your pocket. Catalog V. describes the many different styles.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

ALABASTINE

is the only Wall Coating which is extensively and persistently advertised to the general public and is what the people call for when they want anything in the line.

No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is *ALABASTINE THEY WANT.*

A well-selected stock of *ALABASTINE* is "as good as the wheat," for repeat sales are invariably the rule once the customer uses it.

Our publicity campaign for 1908 is sure to more than double the already large trade for *ALABASTINE.*

Our illustrated Catalogue, *"HOMES, HEALTHFUL AND BEAUTIFUL,"* handsome Counter Show Cards, Cloth Banners, Tint Cards and other literature, which we supply liberally with every shipment of *ALABASTINE* help the dealer to create new trade.

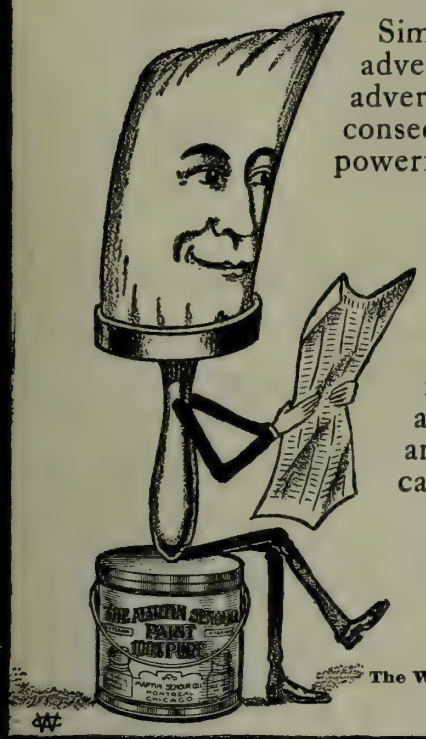
The new two-sheet Poster showing an enlargement of the illustration of the Dining Room in *"HOMES, HEALTHFUL AND BEAUTIFUL,"* which we propose posting in large numbers on all the Bill Boards in Canada during the Housecleaning Season will be a *"SURE WINNER."*

To any dealer who will promise to display and distribute this advertising matter, we will be pleased to send a complete outfit, free of charge, express prepaid, on receipt of request for same.

Get ready to supply the large and growing demand of *ALABASTINE* by ordering a full assortment either direct or through your nearest Jobber and *DO IT NOW.*

The Alabastine Co., Limited, - Paris, Ont.

PAINT PUBLICITY



Simply stocking up isn't going to sell goods. They must be well advertised. **Martin-Senour Paint** is a good seller because it is well advertised, and dealers who handle it become well advertised in consequence. Back of every dealer in **Martin-Senour Paint** is the powerful advertising machinery of the manufacturers who carry on

An Active Campaign

and help you to push sales. That's one reason why **Martin-Senour Paint** is such an attractive proposition for dealers. Its makers give it the right kind of paint publicity. Then there are other reasons. Write for our special proposition to agents and we will gladly explain our methods and show you how you can make money handling **Martin-Senour Paint.**

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal
2514-2522 Quarry St. and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

Getting Holiday Business,
Special Sales,
Expositions,
Souvenirs,
Package Sales,
Money Making Ideas,
Contests,
Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **$2.50.**

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept.. 10 Front St. E., Toronto

There's Money in the Roof!

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "GENASCO" READY ROOFING.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 14, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb...	0 10½	0 11
Hallett'	0 10½	0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 " ..	9 00	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 25 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 26
Tubing, base, per lb 5-16 to 2 in	0 28
Tubing, iron pipe size, 1 inch base..	0 25
" seamless base	0 25

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 50	14 75
Cut lengths, round, bars, ¼ to 2 in...		25 00
Plain sheets, 14 oz.....		25 00
Plain, 16 oz,, 14x48 and 14x60		25 00
Tinned copper sheet, base		27 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 25	0 26

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets		2 75
All bright "		3 75

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American				3 85
26 " "				4 10
28 " "	(equal to 26 English)			4 55
10¾ oz.	" 28 "			4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron.....	30 00	32 00
Angles	2 25	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined "	2 25	2 50
Horseshoe iron "	2 25	2 50
Band iron, No. 10 gauge	2 10	2 30
Sleigh shoe steel "	2 10	2 30
Iron finish steel....	2 15	2 30
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 30
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 60	2 80
Mining cast steel....	0 07½	0 08
Warranted cast steel.....	0 13½	0 14
Annealed cast steel.....	0 14½	0 15
High speed.....	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. 32 50 $31 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	6 75 7 00
" 14x60, " }	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	4 50	4 35
Bar, "	4 75	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass.....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead.....	0 03½	0 02½
Heavy lead.....	0 02½	0 03
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c.
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B B.M, 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's..... .... "	2 25
No. 4½, " .... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208.....	2 35
Square head brass cocks, 45; iron, 55 p.c.	
Thompson Smoke-test Machine	25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 5 p.c
Steam Radiators—50 and 5 per cent.
Wall Radiators and Specials—50 and 5 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 58	¼ inch.....	3 41
⅜ "	2 58	⅜ "	3 41
½ "	2 90	½ "	3 75
¾ "	3 90	¾ "	5 00
1 "	5 60	1 "	7 25
1¼ "	7 65	1¼ "	10 80
1½ "	9 20	1½ "	11 90
2 "	12 25	2 "	15 80
2½ "	20 10	2½ "	26 00
3 "	26 40	3 "	38 35
3½ "	34 25	3½ "	42 75
4 "	42 85	4 "	48 60

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 40
2-lb. or over	....	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked.....	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 08
Chrome yellow "		0 15
Golden ochre "		0 10
French " "		0 08
Marine black "		0 40
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.



Write for Trade Discount

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
P. D. Dods & Co's "Island City"		1 50
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil	0 08	0 10
Motor Gasoline per gal, single bbls	0 17	0 21
Benzine, per gal single t bls	0 17	0 17½
Turpentine, single barrels	0 75	0 71
Linseed Oil, " raw	0 57	0 60
" " boiled	0 60	0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's C.P., lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 50
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85		8 50
86 to 90		10 50
91 to 95		12 00
96 to 100		14 00

Net—F.O.B. Toronto. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 80	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
" wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount p.c.	
Screw hook and hinge— under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Cheese hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ½ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.		0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08
Canadian ball peen, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets.	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
R. & D., discount 35 per cent.
Berg's, brick, 9¼x11 .... 4 00
" pointing, 9¼x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	9 00
" " ⅝ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Look, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list May 15, 1907, 50 and 10 per cent.
"C" brand, 40, 10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.90; No. 2 and larger, $3.65; snow pattern No. 1 and smaller $4.15, No. 2 and larger, $3.90; "X.L." new light steel, No. 1 and smaller, $4 25; No 2 and larger, $4; "X.L" featherweight steel, No. 0 to 4, $5.50; Special countersunk steel No. 0 to 4, $6.50 pkg; toe-weight, all sizes, $7.00. F.o.b. Montreal. Extras for packing.

Belleville brand: No. 0 and 1, light and medium iron, $3.90; snow, $4.15; light steel, $4.25; No. 2 and larger, light and medium iron, $3.65; snow, $3.90; light steel, $4. F.o.b. Belleville. Two per cent., 30 days.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 40
3d.....	3 15	3 10
4 and 5d.....	2 90	2 80
6 and 7d	2 80	2 70
8 and 9d	2 65	2 55
10 and 12d	2 60	2 50
16 and 20d.....	2 55	2 45
30, 40, 50 and 60d (base)	2 50	2 40

F.o.b. Montreal.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 55 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50



MUNDER SOCKETS



ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE.

RAZORS.

		per doz.
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz . . . 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, discount 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 33 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set		0 90
" No. 50, nickle-plated, "		0 95
" handles, japaned, per gross		9 25
" " nickled, "		9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

ELBOWS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

0-inch . . . . . per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 0, safety "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000		7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.		1 32
7-inch "		1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7! — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright	2 80	Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq. ft.

WIRE FENCING.

Galvanized barb		3 00
Galvanized, plain twist		3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 40

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHESPINS

Cane's, 5 gross loose, per case		0 57
" 4 " packages, per case		0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops		1 25
"900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style . . . . . per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style . . . . . per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz 10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60	00
Square "	63	00
Eclipse, per doz	54	00
Dowswell "	39	00
New Century, per doz	75	00
Daisy	54	00
Stephenson	74	00

WOODEN PAILS.

Cane's wire hoop, 2-hoop		1 90
" " 3-hoop		2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35	00
Royal American, 11 in.	35	00
Eze, 10 in., per doz	36	75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		3 25
Small heel		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross		7 80
" " "		9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 14
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09½
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 10

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and ov		

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Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Efg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
Montreal Rolling Mills, Montreal
Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Cans.
Acme Can Works, Montreal.
Kemp Mfg. Co., Toronto

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

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Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H
Burman & Son, Birmingham, Eng.

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Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

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Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Montreal.
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Hutton, Wm., & Sons, Ltd., London, Eng.
Lamplough, F. W., & Co., Montreal.
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Phillips, Geo ., & Co., Montreal.
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

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Kerr Engine Co., Walkerville, Ont.

Eavetroughs
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

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Dominion Wire Mfg. Co., Montreal.
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Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

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Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

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Enterprise Mfg. Co., Akron, Ohio

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Shirreff Mfg. Co., Brockville Ont.

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Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

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Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

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Armstrong Bros. Tool Co., Chicago

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Palmer, I. E., Co., Middletown, Conn.

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Still, J. H., Mfg. Co.

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Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa.

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Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

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Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

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Armstrong Bros. Tool Co , Chicago

Lathe Tools.
Arm trong Bros. Tool Co., Chicago

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Taylor, Forbes Co., Guelph.

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Crain, Rolla L., Co., Ottawa.

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National Hardware Co., Orillia, Ont.

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Pink, Thos., & Co., Pembroke Ont.

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McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

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Caverhill, Learmont & Co., Montreal
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Kemp Mfg. Co., Toronto
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Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
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White Mop Wringer Co., Fultonville, N.Y.

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Parmenter & Bullock, Gananoque, Ont.

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Bowser, S. F., & Co., Torono.

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Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
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Lucas John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
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Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
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Sherwin-Williams Co., Montreal.
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Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

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Greening, B., Wire Co., Hamilton.

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Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
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Stephens, G. F., & Co., Winnipeg, Man.

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Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
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Clauss Shear Co., Toronto.

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Parmenter & Bullock, Gananoque, Ont.

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Metallic Roofing Co., Toronto.
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Shurly & Dietrich, Galt, Ont.
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Frothingham & Workman, Montreal

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Hyde, F., & Co., Montreal.

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McGlashan, Clarke Co., Niagara Falls, Ont.

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Kemp Mnfg. Co. Toronto.
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Pease Foundry Co., Toronto.
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Armstrong Bros. Tool Co., Chicago

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Greening, B., Wire Co., Hamilton.
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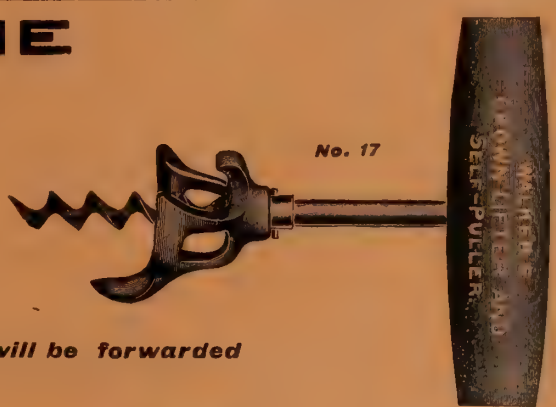
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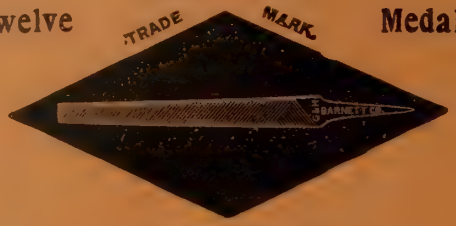


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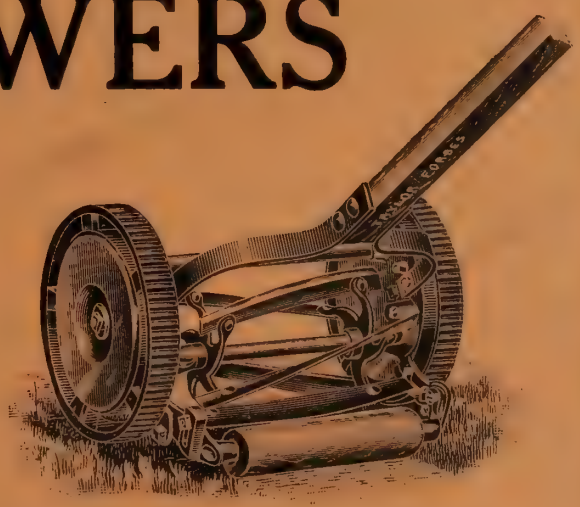
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Will **conform to the most uneven ground.**

No **slack wires** to spoil the appearance as well as the efficiency.

Does not **require** an expert to erect.

The **stay** wire is made as large as the **line** wire.

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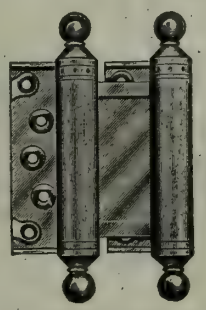
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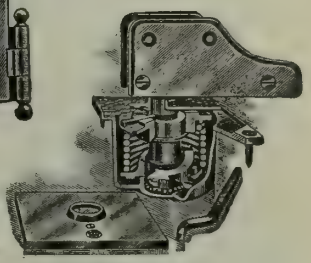
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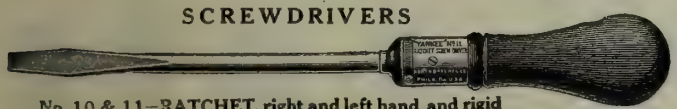
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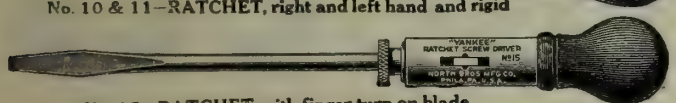
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No. 10 & 11—RATCHET, right and left hand and rigid



No. 15—RATCHET, with finger turn on blade.



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No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



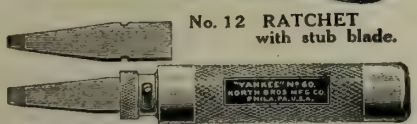
CHUCK and 8 DRILL POINTS for spiral ratchet screw driver.



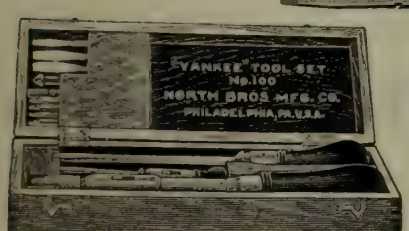
No. 12 RATCHET with stub blade.



COUNTERSINK for spiral ratchet screw driver.

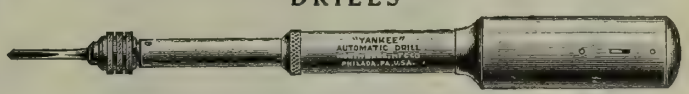


No. 60—POCKET SCREW DRIVER

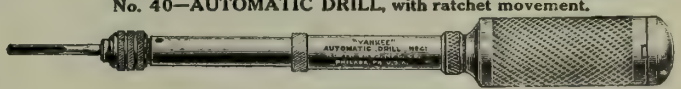


The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



No. 40—AUTOMATIC DRILL, with ratchet movement.



No. 41—AUTOMATIC DRILL.



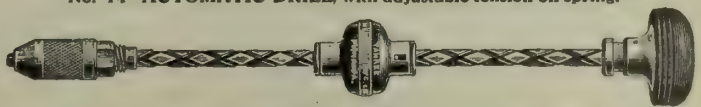
No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



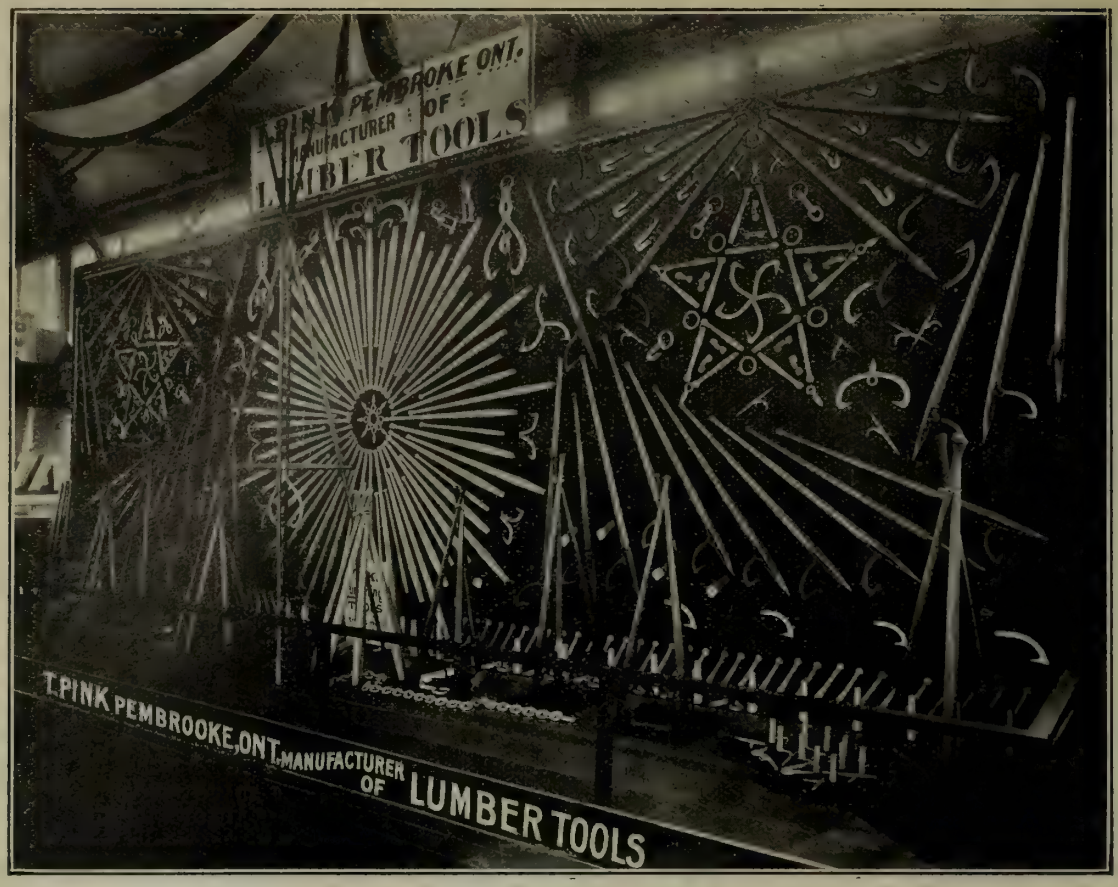
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS.

SEND FOR OUR NEW "YANKEE" TOOL BOOK.

NORTH BROS. MFG. CO.,

PHILADELPHIA, Pa.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Steel Sheets

Black and Galvanized

From Stock or for Import

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

FREEZERS

For the next few weeks watch this page weekly for pointers in Spring Buying.



Sizes : 1 Pt. to 25 Qts.
With Fly-wheel, 2 to 25 Qts.

Dana Peerless Freezer

is growing vastly in popularity. In the opinion of those who use it, no other freezer is so satisfactory. Its simplicity of construction, uniformity of results, and exceptionally easy action have made it the leading favorite with all who know it. Its sales multiply rapidly wherever introduced.

For those who want a lower-priced freezer—the

Dana Frezo



Sizes : 1 to 12 Qts.

fills the bill better than any other. The reputation of the Dana Peerless helps it with the public and makes it easy for dealers to sell. Its construction is first class, and its sales are constantly increasing in all sections.

WRITE FOR PRICES.

LEWIS BROS., LIMITED

Address all correspondence to

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CALGARY
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Spraying Necessities

Blue Stone or Vitriol

in barrels of about 450 lbs.

Paris Green

Guaranteed Pure

in 1-lb. cans, 25-lb. drums, 112-lb. kegs

Flour of Sulphur

in 112-lb. sacks.

Spray Pumps and Nozzles

Write us for catalogue describing these goods with prices.

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GEO. D. WOOD & CO., Winnipeg, Man.
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WOOD, VALLANCE HARDWARE CO., Limited, Nelson, B.C.
TORONTO OFFICE, 94 Bay Street

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

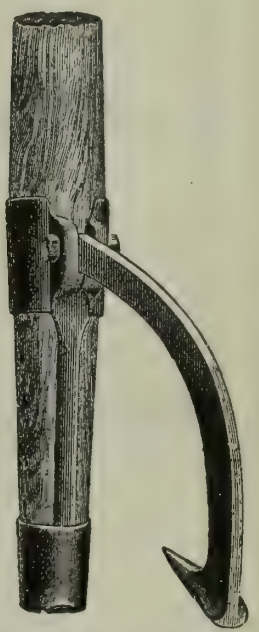


Coil Chain—Proof and BBB. qualities.



"Peavies"—5, 5½ ft. handles.





Cant Hooks—4, 4½ ft. handles.



Pike Poles—12 and 14 feet handles complete.
" " " only



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Lipscombs Ice Calk



Timber Carriers or Log Hooks



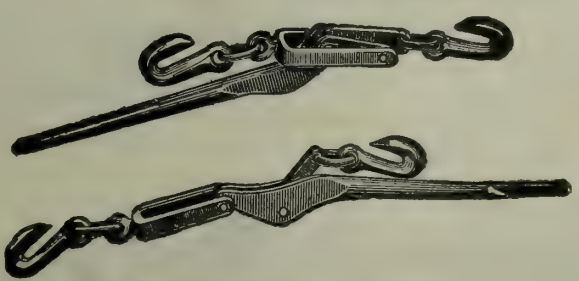
Lipscombs Calks



"Samsons" Calks



Grab and Slide Hooks



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For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

We Stock Bar Iron, Rounds, Squares and Flats.

HEAVY GOODS ANNOUNCEMENT

We purpose issuing a booklet early in March, showing the different lines stocked in our Heavy Goods Department.

Write us to-day to have your name put on our mailing list.

Our leaders are :

Low Moor Iron
Norway or Swedish Iron
Hoop and Band Iron
Angle and Tee Iron
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Bright Finished Shafting
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Frothingham & Workman, Ltd.

Hardware Merchants,

MONTREAL, - - - - CANADA

YOU CANNOT MAKE SALES



Pink's "Soo" Duck Bill Peavey.

unless you have the goods that are wanted. Just now is the season to sell lumbermen's tools for the spring drives. Peavies and pike poles are now being sought by the lumbermen. For mill equipment such tools as light cant dogs, pickaroons and hookaroons are required.

We have all these goods in several different makes and sizes suitable for handling pulp wood, ties, cedar poles, and logs, and can supply them in different styles used by the lumbermen from New Brunswick to British Columbia.

If you wish to place your order let us have your specifications, our prices will secure the order and leave a good profit for you.



Pink's Patent Clasp Cant Dog.



Log Sorting Pike Poles, 12 to 18 feet.

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Hardware, Iron and Steel

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HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



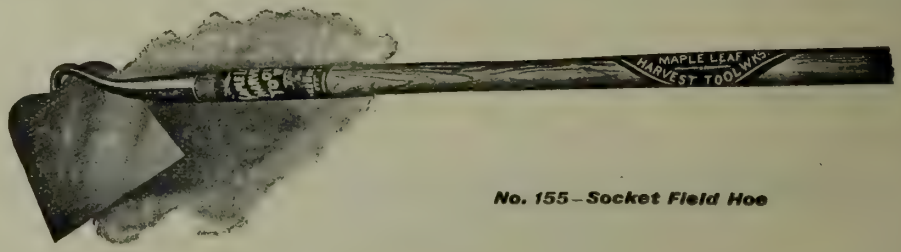
No. 122—Manure Fork



No. 108—Hay Fork



No. 243—Beet Fork



No. 155—Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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1907 Everybody has heard of the 1907
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers. Price, $5.00.
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P.O. Box 334 Toronto.
Few copies left, retail trade only, $2-78.

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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
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OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

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Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

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The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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GALVANIZING AND TINNING
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

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"AUTO-SPRAY."
Compressed air—automatic. Best hand Sprayer in the market to-day.
Liberal terms to the Trade.
CAVERS BROS., GALT, ONT.
Sole agents for the Dominion,

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

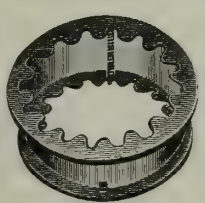
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IMPROVED CARGO, GINS
LEAD AND HEEL BLOCKS,
with Self-Oiler Sheaves, Steel Centres
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STEEL TROUGHS.

STEEL TROUGHS AND TANKS
We Manufacture
Steel Tanks, Stock Tanks, Steel Cheese Vats, Threshers' Tanks. Hog Troughs, Water Troughs Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
AGENTS WANTED.
The STEEL TROUGH and MACHINE CO. Ltd., TWEED, ONT

THIMBLES

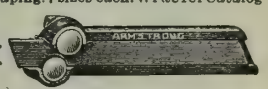


Headquarters for Fireproof Asbestos Stove Pipe Thimbles, (See our latest) also Hand, Automatic, and Compressed Air Sprayers.
We are manufacturers.
Write us.
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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS Proprietors

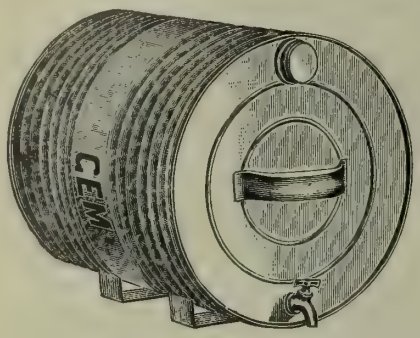
PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

DAVIDSON GEM OIL TANK

(IMPROVED STYLE)

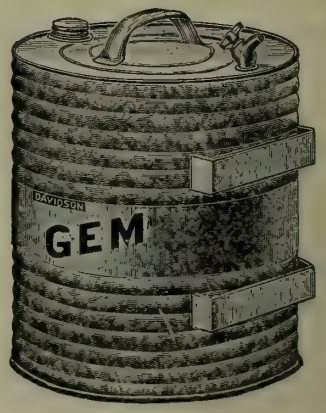
Size: 5 Gallons

Body galvanized after being made up **Fitted with special dripless kerosene tap**



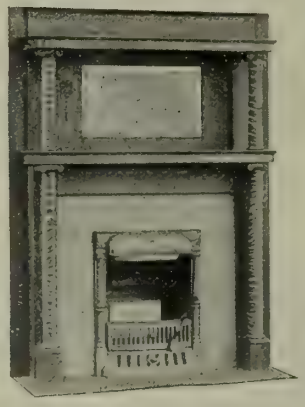
The advantage of the Tank is that it can be carried upright in a waggon or otherwise, and the tap being then on the top is not in the way. There is therefore no risk of the tap being accidentally opened or knocked off and the oil spilt.

Placed on its side (as illustrated), on table or shelf, at convenient height, it is always ready for use, and makes the filling of lamps an easy task.



NOTE.—For this very original Oil Tank we have created a general demand, and any imitations we take as the sincerest flattery.

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TILES, FIRE-PLACE FURNISHINGS,
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GAS and ELECTRIC LIGHTING FIXTURES

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario



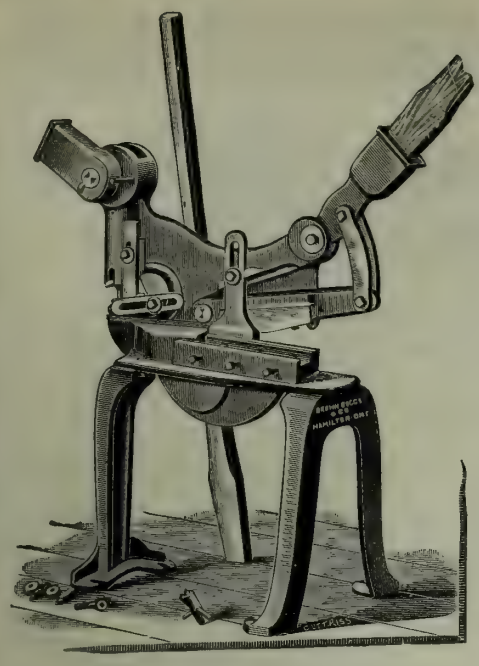
No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

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Works: Don Speedway, also Victoria St., - - - TORONTO



No. 10

Combined Lever Punch and Slitting Shears.

These Punches and Shears are made in two sizes—No. 10 and 11.

No. 10 will slit No. 12 gauge sheet iron or soft steel, or bar iron ¼ x 2 in., or ⅜ in. round, and will punch a 5-16 in. hole in ¼ iron.

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We make a FULL LINE of PUNCHES and SHEARS OF ALL DESCRIPTIONS.

Write for our illustrated catalogue of TINSMITHS' TOOLS, PRESSES AND DIES, CANNING AND EVAPORATING MACHINERY.

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Hamilton - Canada

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S. S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate one gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one withan entirely seamless copper tank.

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THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

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HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

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REGISTERED TRUE TRADE MARK

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To Victoria, B.C.

GREETINGS:

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Money makers and universally satisfactory.

Every piece guaranteed.

If your jobber cannot supply you, write us direct.

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Temporary Warehouse

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BANNER COLD BLAST LANTERNS



Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

EASY MONEY

seldom comes to the bicycle dealer. It is just possible that our Metal Half Chain Guard



has cashed in more easy money for hardwaremen than almost anything else on the market

Many of these guards will be sold in your town this season. Light, Strong, Dainty, Popular—these four words tell our story. There's a profit story attached. Do you know it.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

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Mr. David Madore - - - - - Montreal
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Messrs. The Chinic Hardware Co. - - Quebec
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strong and well finished, are the kind we offer you. These handles, for Forks, Hoes, Rakes and Shovels cannot be equalled for strength and durability.

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which invariably satisfy all your customers' demands, are the "Pearson," "Climax," "Dictator" and "Champion." Strong and well made.

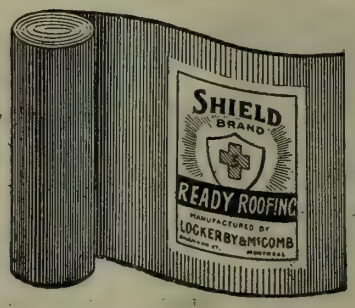
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"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

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part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

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to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



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If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

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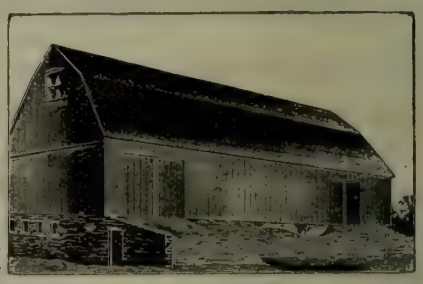
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"Brantford" "Roofing"

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt, completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

No. 1 "Asphalt" 60 lbs
No. 2 " 70 lbs
No. 3 " 80 lbs
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet.



Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

Brantford Roofing Co. Limited

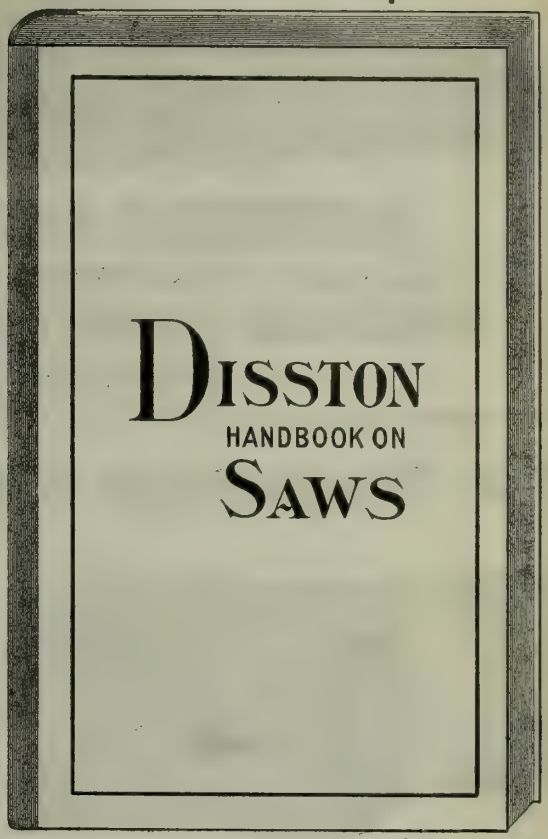
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112 Adelaide St. East, - TORONTO, CANADA

Which wrist will do the most work?



Atkins' Perfection Handle

A distinctive feature of

ATKINS *Silver Steel* **SAWS**

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.
Home Office and Factory: INDIANAPOLIS, IND.

One Way to Save Money Send your enquiries to

The Hamilton Bridge Works Co., Limited

Established 1872 at Hamilton, Canada

STEEL BRIDGES AND BUILDINGS

WE MAKE YOUR INTERESTS OUR INTEREST

2,500 Tons, Seams, Angles, Channels, Etc.

IN STOCK, ANY SIZE TO 24 INCHES, ANY LENGTH TO 70 FEET.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

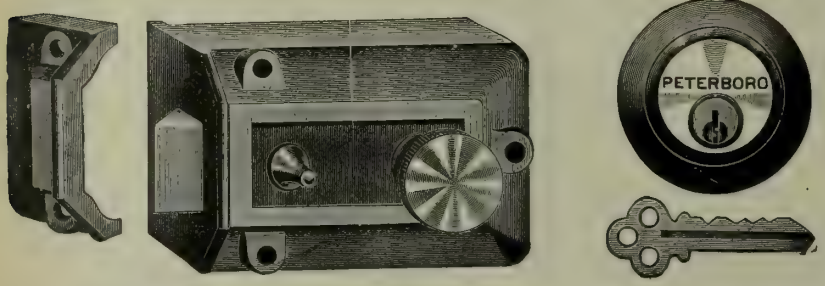
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

The "Scotia"



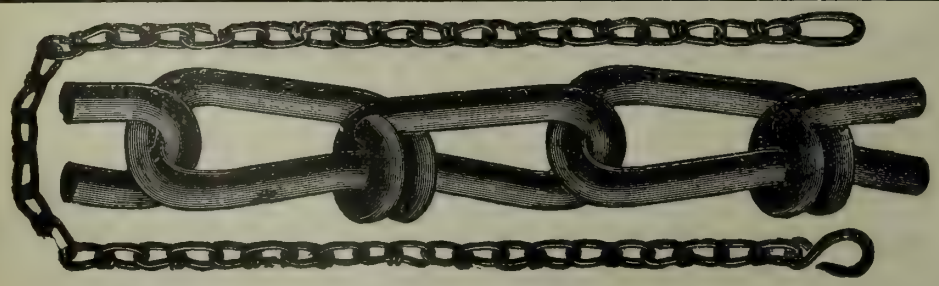
A FAST SKATE

A FAST SELLER

Although this skate is not in the same class with our Micmac, Velox or Regal skates it is a splendid one for the buyer whose means will not permit him to purchase a higher priced skate. The "Scotia" is welded and tempered and well finished, tops being of Sheffield Crucible Steel and the whole fully nickel plated. The design is such as will meet with the approval of hockeyists who want a good all-round skate. We make it in sizes from 9½ to 12 inches.

STARR MANUFACTURING CO., LIMITED, - Dartmouth, N.S., Canada

TORONTO, ONT., BRANCH, 126 WELLINGTON STREET WEST



Improved

STEEL WIRE TRACE CHAINS

Every Chain Guaranteed. Gives Universal Satisfaction.

The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

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43 EXCHANGE PLACE

NEW YORK CITY

A Perfectly Safe Rifle—

a rifle at a moderate price, which is accurate and strong, and which positively cannot burst—is the

Hamilton Rifle

No. 15 sells at $2.00

No. 19 sells at $2.50

No. 23 sells at $3.50

Every Hamilton Rifle is carefully constructed by skilled workmen. The metal parts are made exclusively of specially selected and tested rolled steel. The result is a strong, unburstable rifle which is a great seller.

The Hamilton Rifle Co.

Dept. 71 Plymouth, Mich.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

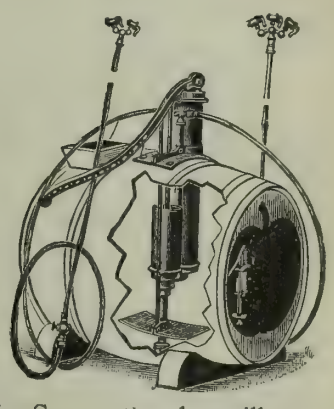
Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.



The Spramotor above illustrated was awarded the Canadian Government Spraying Contest, and since has been used by 90 per cent. of all the Fruit Growers in Canada. It only represents one of the many kinds made, as the Company make Spramotors for all purposes and operated by Hand, Horse and Gasoline Engine. For Fruit Spraying, Potatoes, Vineyard, Weed Destruction and Painting, ask for Illustrated Treatise and best Trade prices.

SPRAMOTOR, 1170 KING ST., LONDON, ONT.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good in vestment.

It pays to sell he best Tools.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



McDougall Pumps

are standard Pumps, this is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16, please let us have your name for a copy.

The

R. McDougall Co., Limited

CALT, - CANADA

A Unique Feature

of the "Dillon" Wire Fence, and found on none but the "Dillon," is the Hinged Stay. The upright stays are hinged to the wires, thus making the

"DILLON"

Hinge-Stay Field Fence

"unsaggable." No matter what weight is put on it, the moment it is removed, the "Dillon" fence springs back to position.



THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

PLYMOUTH TRADE MARK 1824

PLYMOUTH CORDAGE CO.

PLYMOUTH **WELLAND**

PLYMOUTH ROPE always bears the ship trade-mark on the coil. Do not accept as Plymouth any coil not having the trade-mark. It is a guarantee of the best to be had in Cordage.

Plymouth goods have been made at Plymouth for over eighty years and always in the lead. Now made in Canada, one grade only—the best and least expensive.

Ask your jobber or write for information and samples.

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
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MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
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DOMINION WIRE MANUFACTURING CO.

MONTREAL TORONTO LIMITED

Manufacturers of

BARB WIRE, FENCE STAPLES

GALVANIZED WIRE For Fencing, Telegraph and Telephone Purposes.

Copper and Brass Wire

WIRE NAILS
WOOD SCREWS

Bright Wire Goods
Fine Staples
Steel and Brass Jack Chains

Spring Cotters, Strand Guy Wire, Steel Wire Barrel Hoops

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
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Tarred Rope, Marline, Houseline

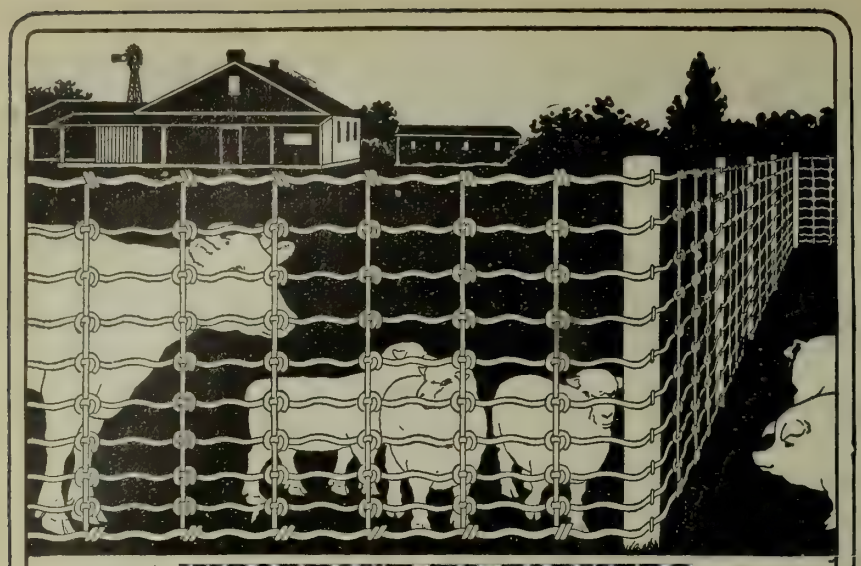
Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.



IMPORTANT TO FARMERS

Your fences are your fortress against loss and damage. They must be strong enough to resist invasion from without, and to keep within bounds your flocks and herds. You can't afford to take chances on soft, slack, or brittle wire fences, which may fail just when most needed.

Peerless Woven Wire Fence

has the elastic springiness and resisting qualities that make an A 1 farm fence. Once up it lasts—no breaking—no falling down. There are reasons why. We can't tell them all in this ad, but if you will write to us we will send you some valuable fence facts.

The Banwell Hoxie Wire Fence Co. Ltd.
Dept. J, Hamilton, Ont.
Winnipeg, Manitoba.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

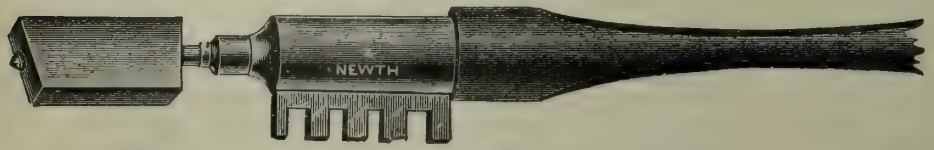
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Gla Works

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Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

The fact that we hold practically all of our subscribers, shows the strong hold we have on their good will.

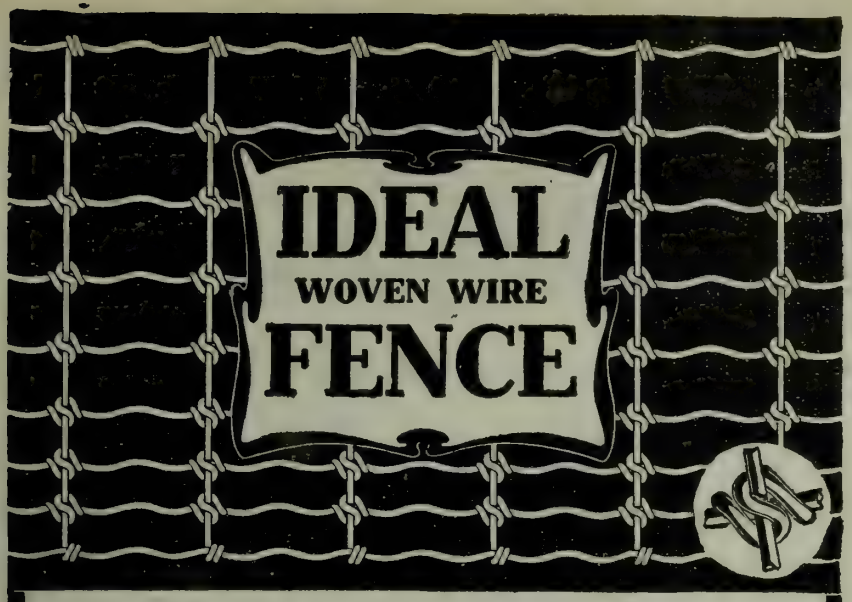
Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

Subscription price 50c. per year to subscribers of Hardware and Metal.

Is not this paper worth one cent per week to you?

Plumber and Steamfitter of Canada

MONTREAL TORONTO WINNIPEG



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

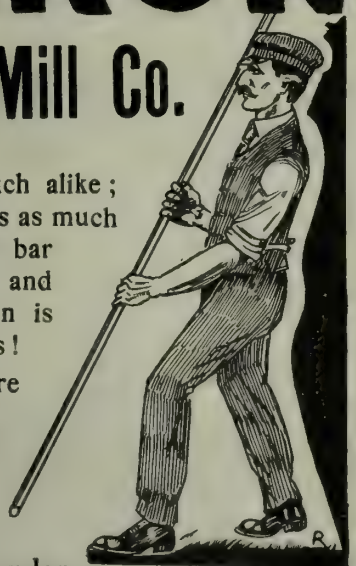
Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
The Ideal Fence Co., Ltd., Dept. O, Winnipeg, Man.

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London Rolling Mill Co.



All bar iron may look pretty much alike; but the fact remains that there is as much difference between good and bad bar iron as there is between salt and sugar. The best test of bar iron is use. Judge it by how it serves! Many hundreds of hardware store customers testify that London Bar Iron can not be excelled for quality, even though the price is so moderate.

We want you to handle London Bar Iron. Why not test it by a trial order?

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

Wire Nails
Tacks
Wire

Prompt Shipment

THE ONTARIO TACK CO.
LIMITED
HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

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ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

...FULL STOCK...

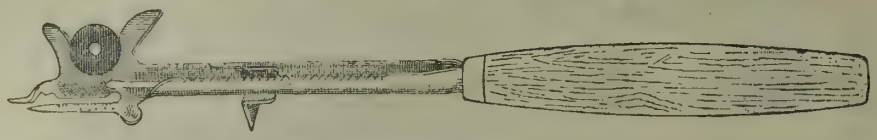
Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.

PLATED GOODS AND CUTLERY

to be good sellers must necessarily possess a good appearance. They must be finished right. You may rest assured when you order plated goods and cutlery from us that the elegant finish, which is a striking feature, is a lasting finish. Send for our prices.



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AGENTS: J. MACKAY ROSE, 117 d'Youville Square, Montreal, Que.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.
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Two of the strongest lines—two of the most popular lines—and two of the most profitable lines—that you handle are

"PURITAN" REACTING WASHING MACHINES AND "FAVORITE" CHURNS

They are as staple as wheat—and steady sellers the year round. Write for booklets and prices to dealers.

David Maxwell & Sons, St. Mary's, Ont.

Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.



The London Foundry Co.

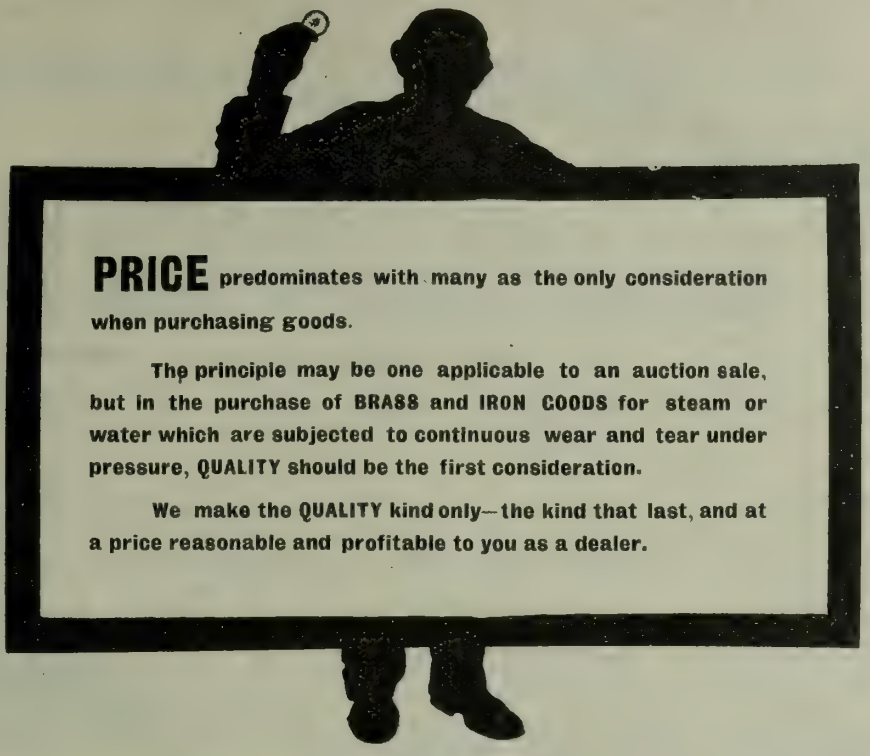
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ENGINEERS' AND PLUMBERS' SUPPLIES

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

J.M.T.

Valves and Injectors are leaders in their line. Every one tested and fully guaranteed.



PRICE predominates with many as the only consideration when purchasing goods.

The principle may be one applicable to an auction sale, but in the purchase of BRASS and IRON GOODS for steam or water which are subjected to continuous wear and tear under pressure, QUALITY should be the first consideration.

We make the QUALITY kind only—the kind that last, and at a price reasonable and profitable to you as a dealer.

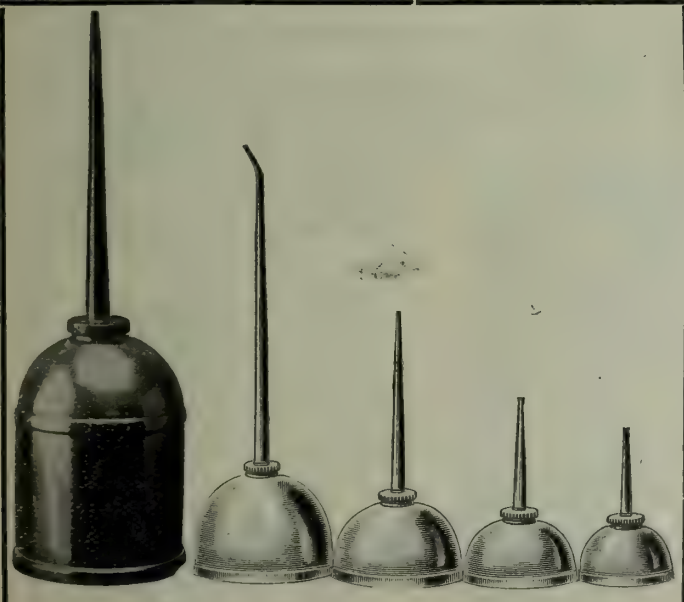
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Compression cushion disc work makes the most durable and satisfactory faucets for Basin, Bath and Sink use.

The Jas. Morrison Brass Mfg. Co., Limited.

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Sold the World Over.
Standard Everywhere.

Maple City Manufacturing Co.

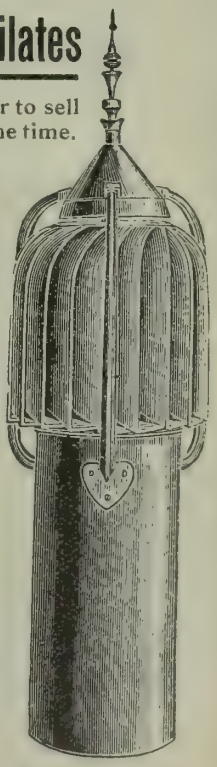
Monmouth, Illinois

A Ventilator That Ventilates

It is important in selling a Ventilator to sell one thatkeeps in order, that works all the time.

AEOLIAN VENTILATORS are so skilfully constructed and so nicely balanced that they are driven not only by the slightest current of air, but by the difference of temperature within and outside the building.

We allow dealers a liberal profit.



Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Write for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

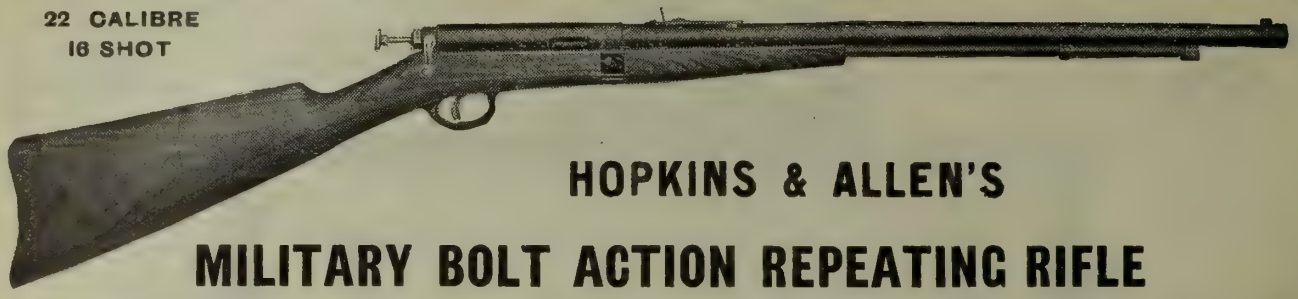
The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
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Dept. 67, NORWICH, CONN., U.S.A.

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

The White Mop Wringer



This Trade Mark



Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York



NORTON GRINDING WHEELS

SHARP AND QUICK

FOR ALL KINDS OF GRINDING

The Live Dealers Carry NORTON WHEELS. ARE YOU A LIVE DEALER?

THE CANADIAN FAIRBANKS COMPANY, LTD.

MONTREAL, TORONTO, CALGARY, WINNIPEG, VANCOUVER.

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

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Lafarge
Non-Staining Cement

Iron Clad
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Best in the World

Enamelled Bricks
All Colors

Drain Pipes

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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

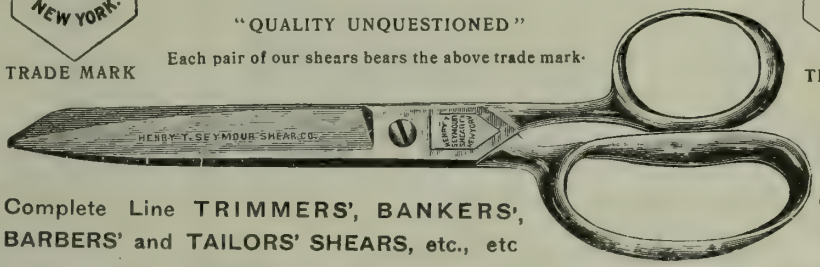
SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking, 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

REASONS

Why dealers should handle
SANDERSON-HAROLD REFRIGERATORS

THEY SAVE—

ICE
FOOD
LABOR
WORRY
MONEY

Our large Catalogue illustrates a large number of styles also



SCREEN GOODS

SANDERSON-HAROLD CO., Limited, PARIS, ONT.

SWASTIKA

LONG  LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

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WRITE FOR OUR FREE BOOKLET.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill St., Montreal. 10 Front St. E., Toronto.

DRY GOODS REVIEW

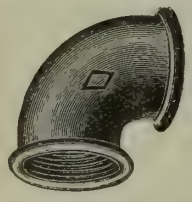
10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.



"Diamond" Brand Fittings

are made to retain for **YOU**, the trade of the best plumbers and steamfitters in your locality. They are perfect in material and threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

When ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for Catalogues from Sole Canadian Agents

James Hutton & Company

Montreal

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



8-oz. can

We Make It!

The BEST Air Drying Iron Enamel Made. Try a 1-doz. Case from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

HERE ARE THE GOODS YOU NEED FOR SPRING TRADE

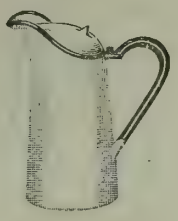
SYRUP JUGS

Nickel-plated Hinge Cover.

No.	7
Height to Top of Lip, ins.	7½

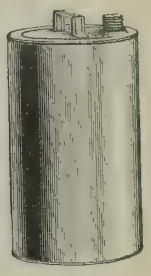
also made in

"Canada" and "Imperial"



SYRUP CANS

Gals.	½	1	5

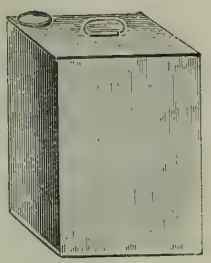




HONEY CANS

Large Screws

Pounds	5	10	25

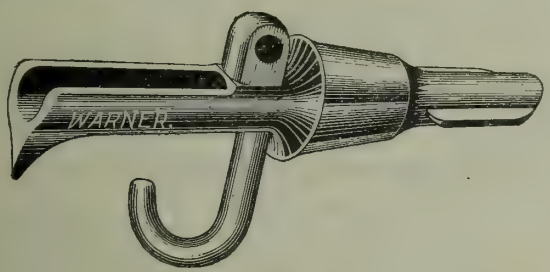


HONEY CANS

Standard Size

With 4⅛ inch Can Screw

Pounds	60
Inches	10½x9x13½



"WARNER'S" SAP SPILES

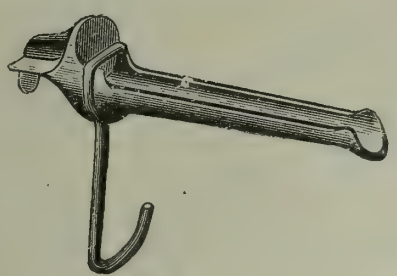
Malleable Iron. Tinned.

Packed 100 in box.

"EUREKA" SAP SPILES

Cast Iron.

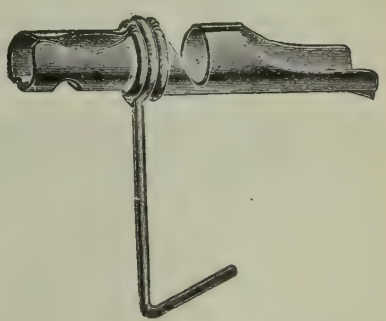
Packed in boxes of 500 and 1,000.

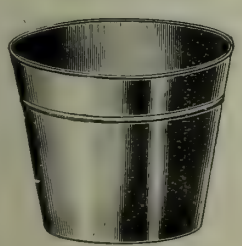


STEEL SAP SPILES

Gauge	22

Bronzed.





SAP PAILS

Flaring Pattern.

Nos.	70	120
Quarts	6	10
Dim. ins.	10x6¼	11¼x8½



SAP PAILS

Straight Pattern.

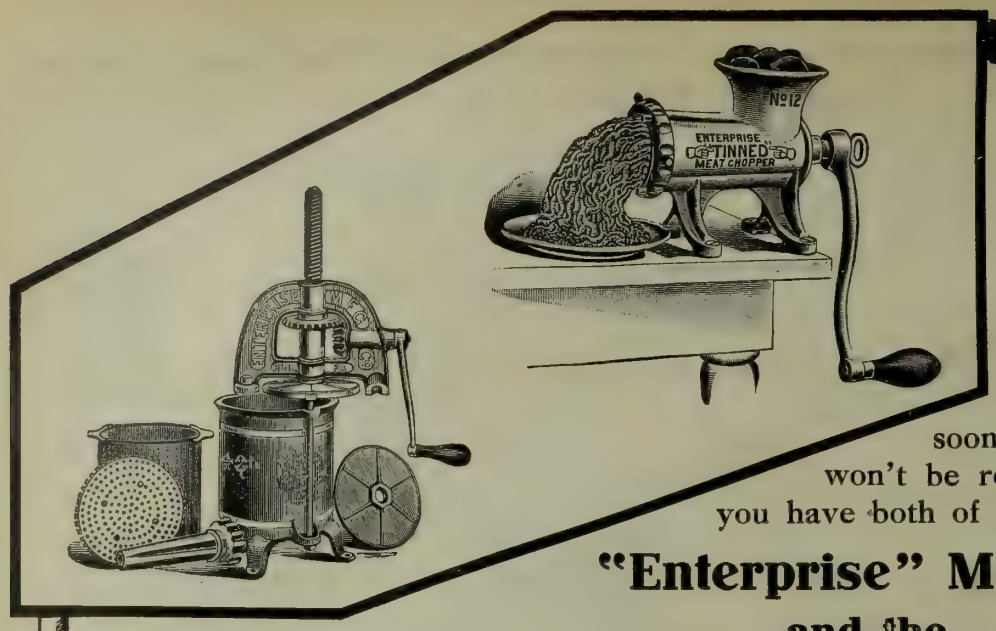
Nos.	7	9	12
Gals.	1	1½	2
Dim. ins.	8½x9	9x9	8¾x12½

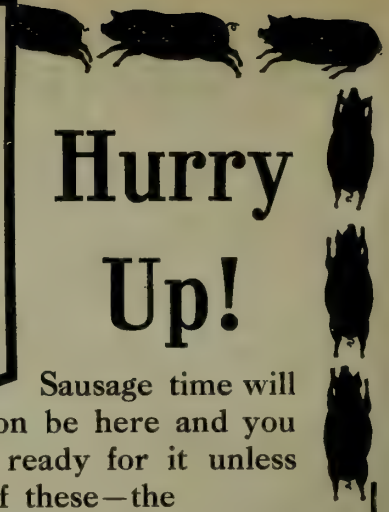
We carry a stock of galvanized and tinned iron for sap pans.

Note: If you haven't received copies of New Stock Catalogue with Can Trimmings Catalogue and Summer Goods Catalogue Write for them NOW.

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN N.B., HAMILTON, CALGARY.





Hurry Up!

Sausage time will soon be here and you won't be ready for it unless you have both of these—the

"Enterprise" Meat Chopper
and the
"Enterprise" Sausage Stuffer and Lard Press

One chops the meat and the other stuffs the sausages as "easy as can be," in the shortest time with the least effort, and the sausages are as "good as can be."

The *"Enterprise" Sausage Stuffer* has the cylinder bored absolutely true, and has a Patent Corrugated Spout that allows air to escape from the casing as the sausage is stuffed, thus assuring the preservation of the sausage. Take time by the forelock and jog your jobber *now.*



The Enterprise Manufacturing Co. of Pa.
Philadelphia, U. S. A.

21 Murray Street, New York **438 Market Street, San Francisco**

DRIVE WELL POINTS



All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

282 PAGES. BOUND IN CLOTH.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department, 10 FRONT ST. E., TORONTO

Typewriter Wanted ?

The best and cheapest way to secure a second-hand Typewriter is to insert a Want Ad in "Hardware and Metal." The Want Ad will cost you 25 or 50c., but you will probably save five or ten dollars on your purchase.

Condensed advertiiements in "Hardware and Metal" cost :

2c. per word, first insertion ; 1c. per word, subsequent insertion.

Five cents extra for box number.

SEND MONEY WITH ADVERTISEMENT

FREE



GRATIS

SILENT SALESMAN

Given away **FREE** of charge with an order for eight half-dozens Pen Knives as illustrated above.

May be ordered through all Leading Wholesale Hardware Firms.

GILBERTSON'S

COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent

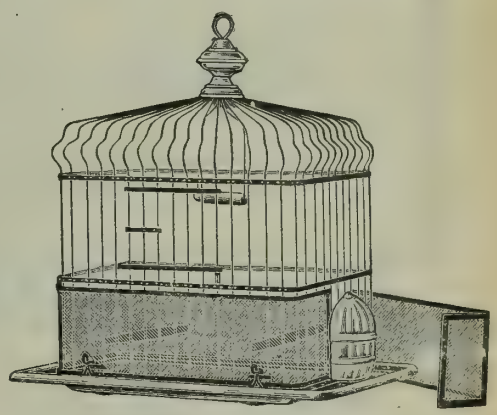
FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

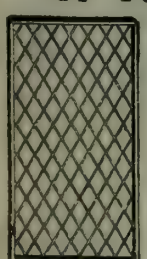
LONDON, ONTARIO



A complete assortment of **BIRD** cages always in stock. We also manufacture **BREEDING** cages. All sizes, styles and prices. Write for our catalogue.

E. T. WRIGHT & CO., HAMILTON, ONT.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.

Shall be pleased to quote on this seasonable line.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

Covert New Patent Breast Chain



Just what every teamster is looking for.

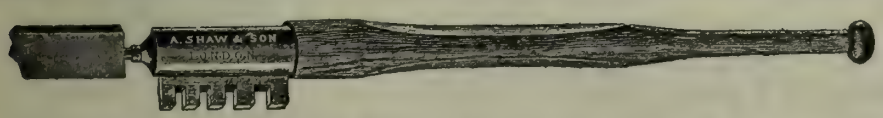
Adjustable to any length. Harness Snaps, Chains, Wagon Jacks, Rope Halters, etc.

Sold by all leading Jobbers.

Sizes 28, 32, 36, 40, 44 and 48 inches.

Manufactured by

COVERT MFG. CO., - TROY, N.Y.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

"Bristol"

TRADE MARK REG. U.S. PAT. OFF.

Steel Fishing Rods

FREE CUTS

CATALOGUES

CALENDARS

BOOKLETS

SIGNS FOR DEALERS

We work with our dealers and for our dealers. "BRISTOL" Rods are backed by a strong advertising campaign in magazines, national weeklies, sporting journals and boys' publications which reach 25 million readers.

The season is on for the awakening of an immense demand for "BRISTOLS."

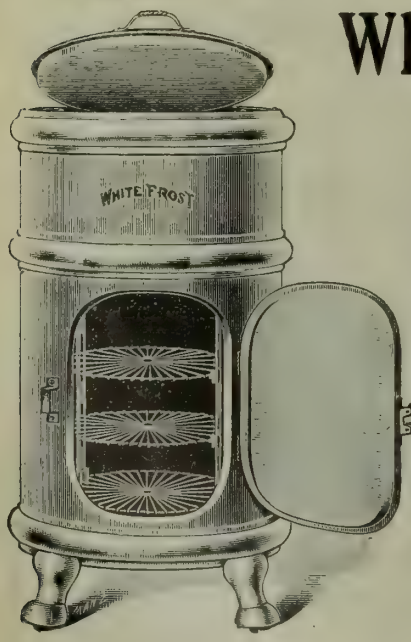
Use the many advertising trade-makers which we supply and that demand will come to your store. The three-year guarantee tag attached to every "BRISTOL" makes the customer feel good and makes sales easy and quick for the dealer. Send in your orders for full stock immediately. You will need it.

THE HORTON MFG. CO., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., MONTREAL, QUEBEC.

Do you want the Refrigerator trade of your town? If you do, then you must sell the

White Frost Refrigerator



because it is the one, and only one, Refrigerator that is strictly sanitary in every respect. Look at it, and note. It is a beautiful piece of furniture, spotless outside and inside as the pure, driven snow. It is a metallic refrigerator, cyliadrical in form, made of galvanized sheet steel, and provided with 1¼ inch air space between walls; thoroughly insulated with Maltha and Asbestos, the combination of which is recognized as the best material for insulation that has been discovered—certainly the most expensive. Solid brass trimmings. It cannot shrink, swell, warp or decay. There is not one bit of wood as large as a toothpick connected with it in any manner. It is coated with white enamel inside and out (excepting the ice chamber,) and this enamel is thoroughly baked on. It is the handiest Refrigerator made. Has revolving shelves; no reaching over a pitcher of milk or jabbing a sleeve into a dish of butter. Just turn the shelf and everything is in front of you. The shelves are made adjustable can be raised, lowered or removed, and replaced in a minute. Shelves are made of wire and beautifully tinned. Light and strong, with no surface to catch the drippings from an accidentally upset dish, but are alway clean. It is guaranteed to maintain as low a temperature and as dry an atmosphere in the provision chamber as any refrigerator made, and owing to scientific circulation, as well as thorough insulation, it is a great saver of ice, therefore the most economical Refrigerator. Being pure white, is what the name implies. **"White Frost"** (congealed purity,) and is handsome enough in appearance to adorn any room in the house. And it is everlasting in service. Sells on sight, and every one sold brings another customer. It is the one Refrigerator that appeals at once to the desires of the buyer. It is reasonable in price, and is, therefore, the Refrigerator all the people want. Send today for literature and prices—you cannot get close to a good thing any too soon.



"Dear Bob, I want you to buy me a White Frost Refrigerator."

LEWIS BROS.

LIMITED

TORONTO
OTTAWA

MONTREAL

Distributors for Canada.

CALGARY
VANCOUVER

FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The

Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST.



We manufacture

Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

All High-grade and exceedingly Presentable.

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

TORONTO, ONT.

TRADE MARK

FOR PLATE

Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Canadian Representative

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY



A Business Man Hits the Bullseye

when he aims straight for his customers' interests; and he scatters his fire when he carries too many lines of goods.

"DOMINION AMUMNITION"

Is ALL the ammunition any dealer need carry. It suits ALL arms—ALL calibres, ALL occasions.

And with duty saved and an equipment unequalled on the continent it is better value than any imported ammunition at the same price!

The enormous trade of 1907 DEMANDED double output capacity for 1908, hence the new 500 ft. building and all the latest automatic machinery.

Get your jobbers' opinion of our "Sovereign," "Imperial" and "Crown" Shells.

Dominion Cartridge Company, Ltd.

MONTREAL

KEMPS' DAISY OIL CAN

Improved Lay Down Pattern 5 gallon.



1¼ in. red band at bottom and top.

No leak; tap not easily damaged in waggon. Just what has been asked for by our customers.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Hardware Association Question Box

Report of the Ontario Retail Convention Continued from Last Week—About 30 Practical Questions Discussed—Report of the Committee on Constitution—Some Passing Side Lights on the Convention.

Hardwaremen unable to attend last week's convention of the Ontario Retail Hardware and Stove Dealers' Association in Toronto missed a treat when they failed to rub shoulders with their fellow dealers during the convention and listen to the discussions during the "Question Box" feature at each session of the convention.

Hardware and Metal would have liked to have published a verbatim report of this discussion, but the delegates present thought this unwise, so, while a fairly complete report is given, readers will understand that to secure the full benefits it is necessary to be personally present. Names are purposely omitted so that members could have perfect freedom in discussing grievances on the floor of the convention. Absent members, and even non-members, are entitled to a report, however, and so a fairly complete outline of the discussion on the various questions is given for the benefit of readers of Hardware and Metal—which includes practically 100 per cent. of the trade in Canada.

Mr. Wright, of Michigan, conducted the "Question Box" in a most able manner, the only criticism being a desire at times to rush the discussion and go on to another question before the first had been covered fully. This was illustrated in the first question on Wednesday afternoon, in which Mr. Wright gave his Michigan experience regarding the sale of a certain line of goods, his ideas being out of harmony with conditions in Ontario. Before, however, the delegates had time to break into a discussion, another question had been placed into Mr. Wright's hand and he was rushed onto a new problem. While the second and later questions were more fully discussed, the incident, and, in fact, the entire discussion, emphasized the desirability of having a longer convention than one and a half days, so that every problem confronting the delegates could have mature consideration.

Another point referred to during the "Question Box" discussion was the necessity of hardwaremen taking care of their trade paper and seeing that it is not left carelessly around to be read by customers and persons outside the trade. The publishers confine its circulation to hardwaremen alone and subscribers should be equally careful. Instances were told of some careless merchants using the trade paper containing wholesale quotations as wrapping paper for parcels. Such men cannot complain if their customers try to buy from jobbers or manufacturers and occasionally succeed.

The discussion on the various questions follow the method adopted being for Mr. Wright to briefly express his ideas on each question and then allow members to outline their views.

The Cash System.

Q.—What would be the best means of adopting the cash system, and what is the experience of those who have made the change by adopting a strictly cash business ?

A.—Adopt the cash system and sell for cash is the best way. Advertise in the papers you are going to do a cash business. Get a rubber stamp and stamp all bills "Terms strictly cash," and you will soon find the general run of people stop asking for credit. As regards boat builders, millmen, factories and contractors it is a different matter and you will generally have to give them credit to some extent.

One merchant gets a note from a contractor for a certain amount, and when he gets goods to the value of his note the merchant gets another note from him, and so on. There is no necessity of lowering prices when adopting the cash system, although a few lines may be cut at first to attract attention.

F. W. Jeffery, Midland, said he had not had a long enough experience with the cash system to speak with authority. He had looked for a slump in business as a result, but had been pleasantly disappointed as at stocktaking he had one-third less on his books than a year ago. The ordinary customer had soon stopped asking for credit, but he still gave credit to the boat and mill men.

W. J. McAllister, Kincardine, also said he expected to lose business by adopting the cash system, but had not done so. Outside of a few big corporations he had cut credit out completely last May. "Did you make any change in prices ?" he was asked. "A little at first," was the reply. Answering another question he said he did not sell a stove on credit last season, and he did the largest stove business in town.

* * *

Q.—Is it better to handle a cash and credit business by a cash register or a cash carrier system ?

A.—With an ordinary cash register it is very difficult to avoid mistakes, and many merchants are disappointed because their cash does not come out correct. A register costing about $500 has a drawer for each clerk, so that the blame falls on the right party. With the cash carrier system a girl in the office can look after the cash for a few dollars a week, and the change is checked by the clerk and customer. One merchant said he had the cash carrier system through the store, and a register in the office, and the cashier registers all the sales. Another merchant, who has used both methods said he preferred the carrier system to cash registers.

Store Bookkeeping.

Q.—How much stock should be carried where total sales amount to $8,000 a year ? How much when they amount to $10,000 and $12,000 ?

A.—A merchant should turn his stock over from two to three times a year. When total sales amount to $8,000 a year, stock carried should be between $3,000 and $4,000 ; when $10,000, between $4,000 and $5,000 ; when $12,000, between $5,000 and $6,000.

* * *

Q.—If you are doing both a cash and credit business what is the best system of bookkeeping ?

A PAT ON THE BACK.

After getting home and thinking over the convention I have come to the conclusion that I had one of the best times that I ever had at a convention. I must say that I think your people have got the right idea of a convention, as I never in all my experience saw a body of men so anxious to get at the bottom of things, and to get all the information that they could as your people were, especially along the lines of the Question Box, which is one of the strongest cards that can be used as it brings out, or did at your convention, such an array of argument that most members were able to learn something to their advantage, and will go to their several homes and tell their competitors what a good time they had and insist that they all attend the next convention.

These meetings are the best and only mediums in which to get the manufacturers, jobbers and dealers together and to keep them in much closer touch one with the other, and I think that the jobbers will find that we as retailers are not such a bad lot of fellows as they might think. I have found that you can do very much more with people by having a heart to heart talk with them than you can by a long correspondence, and that is just what these meetings will do. I was very much pleased with the manner in which Howland, Sons & Co. did their work in furnishing such an elaborate banquet as they certainly did themselves proud.

I certainly appreciate the courtesy shown me throughout my whole stay with you, and I hope that it may be my pleasure to again meet with you at some future time, and I want to express my gratitude for the very pleasant manner that you and the other officers extended to me, and I hope that the time may come when I can return the compliment, and that I may have the pleasure of meeting you at Detroit in August.—P. A. Wright, Holly, Mich.

A.—The loose-leaf system is preferable on account of its simplicity and advantages for filing for future reference.

* * *

Q.—Can any of the members tell us what it costs them to do business?

A.—One member said his costs were 14 1-7 per cent. of sales, while paying himself a small salary. Another said 14 per cent of sales. A third, 16 per cent of cost, and a fourth 13 per cent. of sales, allowing the firm members good salaries. This firm, however, does a wholesale and retail business. Less than 20 per cent. on cost is considered to be doing well.

* * *

Q.—What proportion of a tinsmith's or plumber's time is paid for, and for which he earns nothing?

A.—From one-quarter to one-half of his time a tinsmith does not earn his salary. He spends half an hour or so on a paltry little job for which the customer is charged five or ten cents.



A. W. HUMPHRIES, PARKHILL,

The Association's First President and Last Year a Member of the Executive.

Q.—What is the best system of keeping petty accounts?

A.—Keep petty accounts the same as any other accounts. Put in the ledger so you can refer back to them at any time. Small accounts kept on files are often lost, mislaid or overlooked, and cause a lot of unnecessary trouble.

Guaranteeing Goods.

Q.—Should retailers guarantee edge tools, such as cutlery, axes, scythes, cross-cut saws, etc.?

A.—Yes! guarantee all lines of good edge tools, and if a man brings an article back with a complaint, give him another and be nice about it. You can send it back to the manufacturer and not lose anything. If it is a line you don't guarantee, tell your customer so, and offer to sell him another at half price and both stand a half loss. He will be satisfied and your profit on the two articles will pretty well cover any loss

Advertising Methods.

Q.—What is the best method of advertising; newspapers or circulars?

A.—Newspapers are the best advertising medium we have. Use as many small cuts as possible, like Russill's ads. in the Toronto papers. People will look at an illustration when they would not be beothered reading an ad. For a special sale or announcement small attractive circulars can also be used to good advantage.

* * *

Q.—How would you conduct a special sale of graniteware and tinware?

A.—Advertise well in newspapers using a lot of small cuts. Display goods in window, and on special counter, marking the price on all goods in plain figures.

* * *

Q.—What is the best method of disposing of surplus stock?

A.—Put it in sight. Display and advertise it.

Country Store Competition.

Q.—What is the best method to overcome country store competition?

A.—Get same class of goods and sell at same prices.

* * *

Q.—What is the best plan to make a success of a hardware business in a village of 800 or 900, where general stores carry hardware and tinware, and only ask their credit customers to settle their accounts once a year, and these general stores buy all kinds of farm produce? !

A.—If a merchant can do a credit business, and only ask his customers for a settlement once a year, he must have big profits somewhere.

Show customers the superiority of the lines you carry. Tell them your profits are smaller, and that they get the benefit of a cash or short credit system—not only a direct saving, but better goods for less money.

* * *

Q.—How best to deal with wholesale dealers who supply small general stores through the country, say within twenty miles of Toronto, London and Hamilton?

A.—Show the jobber it is to his interests not to sell these people, and insist on your jobber cutting them out.

"Let the retailer get busy and sell these stores himself at a close margin," said a member in referring to jobbers selling to general stores away from the large centres.

Selling to Consumers.

Q.—What course should a dealer take to overcome the competition of certain firms in the glass business, who come in and sell direct to his contractor customers?

A.—Glass firms will sell almost anyone at the same price they will a dealer. The association should take this matter up with the different glass firms after a complaint with full particulars is made. If your jobber is doing this kind of business, cut him out.

* * *

Q.—How about one of the largest wholesale jobbers selling a groceryman a full line of graniteware and tinware, ash sifters, handled axes, fire shovels, etc.?

A.—Buy similar lines yourself and sell at the same prices or a little less. Show your customers the superior points of your lines, and talk quality first, last, and all the time. Give the best value possible. Similar lines are often quite superior.

Meeting Unfair Competition.

Q.—How best to meet cut prices where there are other competitors who are not members of the association?

A.—Your competitors should be your best friends. Get together and come to an understanding, so that there will be no price-cutting. Have one price and stick to it.

* * *

Q.—Does the system of selling horse nails as adopted by a manufacturer (now that horse shoes have been added) meet with the approval of this convention?

A.—No! but it's hard to stop it. In some parts of the country the manufacturers' travelers take the orders from the blacksmiths and hand them over to the dealers; while in other districts



E. BROCKLEBANK, ARTHUR.

One of the Younger Members who Helped to Make the Discussions Interesting.

they sell the blacksmiths direct, and the dealer only gets a little sorting trade left over. But you don't have to carry this line. Buy a similar nail equally as good, with a larger margin of profit, and solicit the blacksmith's trade yourself. You can also secure a good proportion of their trade in other lines you carry. This has been done successfully.

Cartage and Boxing Charges.

Q.—How are we to know when we are overcharged on boxes?

A.—You can't tell. Some merchants pay no boxing or packing charges, as they ship the boxes back to their jobbers. Some pay freight on boxes being returned, while others do not.

Q.—On what grounds do wholesalers decline to cut off cartage charges when they deliver to customers in Toronto and suburbs?

A.—A lengthy discussion took place on this question. Many delegates reported that they were not paying cartage charges. General objection was taken to accepting the charges when deducted by travelers out of their expense money. A strong feeling existed in favor of the members as a body take united action.

Store Salesmanship.

Q.—What is the best way of disposing of surplus stock? Would you advise a sacrifice sale?

A.—The quicker a man makes a loss the less the loss will be. To reduce general stocks advertise liberally. Cut prices on general goods, but not on specially branded lines. Advancing prices has even been known to help to move slow moving stock. People who pay good prices for goods are more likely to think they are getting a better article than if they pay low prices.

* * *

Q.—How can ladies be attracted to the hardware store?

A.—Have a store fit for ladies to enter. Don't have the store filled with rubbish and dust half an inch thick. And when a lady comes in treat her as a lady.

A Member—"Would't you use your windows?"

Mr. Wright, of Michigan, replied that that was his weak point. He didn't change his windows very often, but to get the women trade the window ought to be used. "I'll have mine changed as soon as I get home," he added.

* * *

Q.—What is the best method of marking goods—in plain figures or with private marks?

A.—Mark in plain figures. Don't let people think you are ashamed of your prices.

Lighting Systems.

Q.—What has been the experience of members in store lighting by gasolene? What system is used, cost of same, satisfaction received and cost of running the lights? As electric lighting is so expensive we are looking for something to replace it.

A.—Electric light was considered the best, if not too expensive. The cost can be lessened by using meters and by having switches to allow the windows to be lighted and the store kept dark, etc. Reference was made to the Ann Arbor system, the hissing noise of which had been overcome by elevating the plant. Strong endorsation was given the system made by the Sylvester Manufacturing Company, Lindsay, Ont., by one delegate, he contending that it gave a brighter and cheaper light than electricity.

Other Questions.

Q.—Can the association take any steps to prevent the daily papers from publishing the wholesale prices of hardware articles?

A.—It was stated that the Toronto dailies had promised to discontinue publishing wholesale prices when requested to do so by the association. A member stated, however, that the Mail was publishing wholesale prices of paints and oils. The secretary of the association will write the Mail editor and members might also send personal letters, pointing out that merchants do not want such news, except through their trade papers, and it is unfair to give the wholesale prices to others.

* * *

Q.—Should a legitimate hardware or stove dealer, buy from a stove foundry who sell to implement agents who carry no stock?

A.—No.

* * *

Q.—Is it not advisable for hardwaremen to take action in connection to skates, viz.: Would it not be well to have special numbers or names for that trade exclusively?

A.—No discussion took place on this question.

Sell High-priced Scales.

Q.—What is the experience of the trade in selling scales? Are not cheap scales often sold where a little effort would sell a dealer a line on which there would be more profit?

A.—The general opinion of the trade seemed to be that the scale trade belonged peculiarly to the hardware dealer and should be one of their most profitable lines. The point was brought out, however, that the big profit was made on the better class of scales. To get the higher price, however, it was necessary for the dealer and his clerks to be thoroughly acquainted with points of superiority claimed for these lines by the manufacturers.

PREPARING FOR 1909.

"We are in receipt of your letter notifying us that your association will meet at Hamilton next year, and we look forward with pleasure to the occasion. The invitation we extended was entirely spontaneous on our part. We have not yet consulted any of the manufacturers, but as this is the Birmingham of Canada, and there are numerous manufacturers here who chiefly depend upon the retail merchants to distribute their goods, we have no doubt they will assist in welcoming your association. We would like you to visit Hamilton for consultation about a month before the proposed visit, and with your aid we will organize an influential committee among the manufacturers and ourselves. The writer has no doubt our combined efforts will succeed in making the event one to be remembered.—Wood, Vallance Co., Hamilton."

New Constitution and By-laws

Revision Made by Committee Brings the Constitution Up to Date and More Clearly Defines the Duties of Officers.

CONSTITUTION COMMITTEE'S REPORT.

The committee reported as follows:

In the preamble substitute the word "differences" for "annoyances."

Articles 1 and 2, no alteration.

Article 3, section 1, after the word "committee" add: "Two of whom with the secretary shall constitute a grievance committee."

Section 2, no alteration.

Strike out sections 3, 4, 5, and 6, and substitute new clauses 3, 4, 5, 6, 7, 8, and 9, as shown in revised constitution.

Article 4, section 1. The annual meeting for the election of officers and reception of reports and the transaction of general business, shall be held between the 1st day of Feby. and the 31st day of March, the place of meeting to be decided by open vote at the annual meeting.

Article 5, strike out all words after the word "present."

By-laws.

Article 1. Strike out all words after "$3" on the fourth line and add "dating from the 1st day of March of each year."

Article 2. Quorum. Strike out the words "a majority" on the 1st line and substitute the words "five members."

Article 3. No alteration.

Order of business. Rearrange by transposing Nos. 8 and 11 and Nos. 9 and 10.

Amended at the annual meeting of the association, held Feb. 12 and 13, 1908.

A. W. Humphries, Parkhill.

Frank Taylor, Carleton Place.

C. F. Moorehouse, Toronto, chairman of committee.

Discussion on Report.

The report was taken up clause by clause.

On motion of the treasurer, his bond was increased from $200 to $500.

It was decided that the executive should meet at least twice instead of four times each year.

The committee recommended May 1 as the date of beginning of membership year, but after much discussion March 1 was chosen.

Discussing item two on the order of business it was decided that the minutes be printed in Hardware and Metal and distributed to the delegates.

The committee recommended against the insertion of a clause allowing travelers to become members and as reported a week ago the matter was laid on the table for a year after a lengthy discussion.

A motion to drop the words "and stove dealers" from the name of the association was withdrawn after a brief discussion, and the committee's report as amended adopted.

The revised constitution reads as follows :

CONSTITUTION AND BY-LAWS

Of the Ontario Retail Hardware and Stove Dealers' Association. Adopted at Toronto, May 16, 1906, and amended Feb. 13, 1908.

PREAMBLE

The objects of the Ontario Retail Hardware and Stove Dealers' Association are primarily to promote, foster and encourage the formation of a strong Provincial Association in Ontario through the medium of which local retail hardware and stove dealers may be brought into closer sympathy one with another, where their differences or grievances peculiar to each particular locality may by concert of action through its provincial association be adjusted or eliminated, and for the more satisfactory adjustment of matters of general interest to the trade with respect to legislation, insurance, freight rates and all questions the better arrangement of which would tend to the mutual advantage of its members.

CONSTITUTION

Article I.

Name and Object.

Section 1. The name of the association shall be the Ontario Retail Hardware and Stove Dealers' Association.

Sec. 2. The object of the association shall be to promote the interests of and secure friendly co-operation of its members.

Article II.

Membership.

Sec. 1. Any person, firm or corporation in the Province of Ontario engaged in the retail business of selling hardware, stoves, tinware, paints, oils and glass and who carries a general assortment of stock in any of the above lines known and recognized as a regular retail dealer may become a member of the association, all applications for membership subject to approval of executive committee.

Article III.

Officers.

Sec. 1. The officers of the association shall be president, first vice-president, second vice-president, secretary and treasurer, who with six members elected at the annual convention shall constitute the executive committee, two of whom with the secretary shall constitute a grievance committee.

Sec. 2. The officers shall be elected annually by ballot and shall hold office until their successors are elected.

Sec. 3. The president shall preside at all executive and annual meetings, summon all meetings, declare the result of all ballots, sign all orders for the payment of monies, shall be ex-officio a member of all committees, shall be responsible for the safe keeping of the bonds of the officers of the association and shall open and close all meetings.

Sec. 4. The vice-president shall assist the president in the discharge of his duties, and in his absence shall preside at any meeting.

Sec. 5. The secretary shall attend all executive and annual meetings, and shall keep a true record of all the proceedings in a minute book provided for that purpose, if unavoidably absent, the books and records to be sent to the meetings, he shall collect all fees, contributions, etc., pay over to the treasurer all monies so received, taking from him a receipt for the same, shall close his books on the 31st day of December of each year, and have the same ready for the auditors' inspection, by the first day of February following, he shall together with the president sign all orders for the payment of monies by the treasurer, conduct all correspondence of the association, etc., and shall give a bond for the sum of $200 and for his



G. A. BINNS, NEWMARKET,
A Valued Member of Last Year's Executive Committee.

services shall receive such remuneration as the association may grant from time to time, the above bond to be paid for by the association.

Sec. 6. The treasurer shall receive from the secretary all monies that he has collected, giving a receipt for the same, and shall disburse them through vouchers signed by the president and secretary, and shall give a bond for $500, said bond to be paid by the association.

Sec. 7. Two auditors shall be elected, whose duty it shall be to carefully audit the books of the secretary and treasurer, comparing the vouchers, etc., and shall certify to the correctness of the same.

Sec. 8. Three scrutineers shall be appointed at the annual meeting to examine all ballots cast and to report the result to the meeting. No candidate for any office shall be eligible to act as scrutineer.

Sec. 9. In case of a vacancy in any of the offices of the association, the same shall be filled by the executive committee until the next annual meeting.

Article IV.

Meetings.

Sec. 1. The annual meeting for the election of officers and reception of reports and the transaction of general business shall be held between the first day of February and the 31st day of March, the place of meeting to be decided by open vote at the annual meeting.

Sec. 2. The executive committee shall meet at least twice during the year or at the call of the president, for the transaction of all business of interest to the association.

Article V.

Amendments.

Sec. 1. Amendments of the constitution and by-laws may be made at any annual meeting by a vote of at least two-thirds of the members present.

BY-LAWS.

Article I.

Finances.

The finances of the Ontario Retail Hardware and Stove Dealers' Association shall be provided for by an annual membership fee of three dollars ($3) dating from the first day of March of each year.

Article II.

Quorum

Five members of the executive committee shall constitute a quorum for the transaction of business at any meeting.

Article III.

Proxies.

Each member shall be entitled to one vote or may in writing appoint a proxy at any meeting of the association.

Order of Business.

At the annual meeting of the association the order of business shall be :

1. Roll call of officers.
2. Reading minutes of last annual meeting, which shall be printed for distribution and, if correct, adopted and signed.
3. President's address.
4. Report of the executive committee.
5. Report of the secretary.
6. Report of the treasurer.
7. Report of special committees.
8. Unfinished business.
9. Election of officers for the ensuing year.
10. General business.
11. Reading of papers and discussion thereof.

CAUGHT ON THE FLY.

"I'm a strong believer in united effort."—Peleg Howland.

"That's the best 'question box' discussion I ever listened to."—Porter A. Wright, Michigan, after the Wednesday afternoon session.

"Mr. Howland asked me to step aside this year. Now I hear that Hamilton jobbers and manufacturers want to

do the honors next year. I give notice that I want to entertain the association two years hence."—Col. J. B. MacLean, publisher of Hardware and Metal.

"The association has landed."—Secretary Wrigley.

"I'm only a twelve hours' baby in the association but I now realize my duty to the trade."—D. Cinnamon, Lindsay.

"Try to maintain prices, support your organization and have faith that 1908 is going to be a splendid business year."—James Hardy, Secretary Canadian Wholesale Hardware Association.

"We started with sixteen members and now we have seven hundred. If you keep up your present rate of progress you'll have an even better record."—Vice-president Wright, of the Michigan Association.

"I came from the farthest point and I think I enjoyed the convention the most."—C. B. Miner, Cobden.

"I've had loyal support from the executive this year but none know bet-



H. BECKER, NEW HAMBURG,

A Faithful Member of last Year's Executive.

ter than I how much we owe to Hardware and Metal and our secretary."—President Scott.

"Your organization will continue to grow if it is conducted on the right lines."—Peleg Howland.

First Vice-president Brocklebank was absent owing to illness but the delegates did not forget him as he sent a good substitute in his son.

The election of J. R. McMillan, Guelph, to the executive, despite his absence, is a tribute to the esteem Mr. McMillan is held in by those who knew him as a traveler. It also expresses the general desire to see the men in the cities take hold of the association work.

"I enjoyed every session of the convention, and I have come home more than ever satisfied that the hardware business is one of the best in the land. If we all work together now we will be able to accomplish a great deal with our organization. I thank you for all the favors shown me while in Toronto."—R. C. Chown, the W. W. Chown Co., Limited, Belleville.

In last weeks report, reference was made to a statement made by Deputy Minister of Agriculture James, that in ten years Ontario farmers had received $35,000,000 for cattle, bacon and cheese exported. The paragraph should have read that their receipts had increased that amount for these items during the past ten years. Hardwaremen can do much towards encouraging the farmers in their district to engage in productive farming so that both their earning and spending power can be increased.

"We've already formed plans for a district association down our way, and you'll hear from us later."—W. H. Stafford, Deseronto.

Three of Oshawa's firms are now enrolled on the association books.

The glass end of the business seems likely to give the grievance committee some work during the coming year. Roofing is another trouble maker. Complaints of grievances in these branches have already been received.

Seventeen new members were enrolled during the convention and several more in arrears paid up for both 1907 and 1908.

If more hardwaremen had the practical experience of working together the Barrie hardwaremen have had, there wouldn't be many on the outside of the association.

W. F. MacPherson, Prescott, came a long way to the convention, but its safe guessing that he'll be willing to travel 40 miles farther next year.

"I've enjoyed the convention immensely."—B. F. Ahrens, Hanover.

Eastern Ontario sent a larger delegation than to any previous gathering. They'll be wanting the convention at some eastern point in a year or two.

On January 29, McKillop & Ferguson, West Lorne, wrote the secretary saying they had about decided to drop their connection with the association, considering that the organization "was composed of men whose chief desire was to hear themselves talk, rather than formulate plans for improvement." Before passing final condemnation, however, Mr. Ferguson decided to attend last week's convention. Instead of being quitters, the West Lorne firm have paid two years' dues, until March, 1909, and have also taken a supply of collection letters. If a firm wants to stay on the outside it isn't safe to attend one of the hardware conventions. Before you know it you'll be hunting up the treasurer to unload some of the wherewithal to keep the pot boiling.

I. W. Bennett & Son, Gananoque, found it impossible to send a representative to the convention, but they did the next best thing—sent a good live question for the "Question Box" discussion.

EXECUTIVE MEETING.

President Hambly called the new Executive Committee to order after the adjournment of the convention last Thursday and several important matters demanding immediate attention were dealt with. It was decided that the Executive should meet in Toronto during April at the call of the Secretary, advantage being taken of the cheap railway rates during the Easter holidays, if possible.

Motions were made that the sum of $25 be handed to Mr. Wright to cover his expenses while attending the convention in Toronto, and honorarium of $50 be voted to Secretary Wrigley as a mark of appreciation of his services during 1907.

The Treasurer and the two Auditors were appointed a committee to investigate the question of fire insurance, dealt with during the convention, the committee to report to the Executive at the meeting in April. The Executive adjourned at 5 p.m.

CAMPED OUT WITH OPPOSITION.

"We enjoyed ourselves immensely at the convention, and intend to make ourselves active partners in future, though in the past we have been rather 'silent.' We think that our two days in Toronto



FRED. OTTON, BARRIE,

One of the Active Workers Who Never Misses a Convention.

this week will be productive of good in our own town, as we spent the most of our time at the convention in the company of one of our opposition, and we learned more about him in those two days than we have in the last two years, and we most heartily feel that he is a whole lot better fellow than we gave him credit for being. We enclose $3.00 for the man that doesn't like fish."—John Bailes & Son, Oshawa.

TRAVELERS AT CONVENTION.

S. F. Bowser & Co., Limited, Toronto, had a large exhibit of self-measuring oil tanks in one of the sample rooms at the Palmer House, during the convention of the Ontario Retail Hardware and Stove Dealers' Association, the exhibit being in charge of Mr. W. R. Hantz, A. E. Moffatt, city traveler, and C. S. Shetrick, Eastern Ontario representative.

An interesting exhibit was made by T. B. Lee, a Toronto jobber. His line of German skates and German English cutlery was shown by Mr. Green, Eastern Ontario and city traveler.

The Guelph Stove Co. were to have

made an exhibit, but cancelled their space a few days before the convention.

The Gurney Foundry Co., represented by E. Holt Gurney, S. E. Ellis and E. Macintyre (late of the Hobbs Hardware Co.), helped to entertain the visiting delegates.

Clare Bros. & Co., Preston, represented by Herman and Albert Clare, were also on hand to help make the visiting delegates acquainted with each other.

Shurly & Deitrich Co., Galt, were also in evidence in the presence of A. H. Vogt.

CO-OPERATIVE BILL DELAYED

Will Probably Not Be Brought Up At This Session—Strong Opposition Has Developed Among Retail Merchants.

From our Special Ottawa Correspondent

Ottawa, Feb. 19.—A curious situation of affairs has developed in connection with the business of the House, one which led to a vigorous protest on the part of certain members last week. Your readers are doubtless well aware that facilities are provided in the rules of both Houses for the passage of private bill legislation. Of course, it is expected that the notices and petitions are regular in the first place, and are presented within the time called for by the rules, and after that it is generally plain sailing.

Of public bills there are two classes, those which proceed from the Government others which are presented by private members. It is with regard to the latter that difficulty has arisen.

Under the rules adopted a year ago, Thursdays, after the first four weeks of the session, are automatically absorbed by the Government for its business. It so happens that Thursday is the only day in the week upon which public bills in the hands of private members have precedence, and as Thursday is now a Government day it has not been possible for Mr. Monk to reach his bill respecting co-operation. It may be that the Thursday order of business heretofore existing may be adopted for Monday, because Parliament can change its order of business as often as it pleases, but in the event of such a change not being made, the co-operation measure is now effectively killed for the session.

I asked Mr. Lemieux this week if he were prepared to impliment his promise of last session to take over Mr. Monk's bill as a government measure. Mr. Lemieux stated that he was as warm a supporter as ever of the principle of co-operation, but so far he had not found an over-whelming demand for it. On the contrary, he realized that there was a very strong feeling against it on the part of the retail merchants of the country, especially with regard to the provision which would make it so easy for a co-operative society to become incorporated. Personally, he was not desirous of forcing his views respecting co-operation on the people of Canada unless they wanted the measure, and therefore, for the present at any rate, it would be left an open question whether or not the Government should take hold of Mr. Monk's bill or introduce a somewhat different one.

From the statement of the Minister it would appear that it is now up to the retail merchants to make their influence felt if they desire to block this legislation, or at any rate to minimize it to such an extent that the retail trade of the country will not be injured. In the meantime Mackenzie King, Deputy Minister of Labor, is gathering the latest statistics and reports of co-operative societies in different parts of the world for the use of parliament should the measure be taken up at this or some other session.

F. D. Monk., M.P., in expressing his thanks for a copy of The Canadian Grocer containing the article on co-operation says:

"I think the co-operative companies you mention in the article as having failed were as a rule, only co-operative in name; they were, in reality, either firms or joint stock companies, but they differed absolutely in principle from real co-operative societies. The underlying principle of co-operation lies in the fact that the society can only deal with its own members and this is no doubt the reason why co-operative societies, real ones, have never gone into bankruptcy." Mr. Monk, it may be mentioned, is as keen upon the subject as ever, and if the rules of the House will permit, will press his measure this session no matter whether the Government decides to deal with the subject or not.

AMENDMENT TO CRIMINAL CODE.

From our special Ottawa correspondent.

Ottawa, Feb. 19.—Mr. Gervais, M.P. for Montreal, has introduced a bill to the House to amend section 498 of the Criminal Code in a manner which will be acceptable to the retail trade of the country. The section as it stands today in the statute, reads as follows:

498. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, or, if a corporation, is liable to a penalty not exceeding ten thousand dollars, and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat or transportation company—

(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

(b) to restrain or injure trade or commerce in relation to any such article or commodity; or,

(c) to unduly prevent, limit, or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof; or,

(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity or in the price of insurance upon person or property.

2. Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes.

Mr. Gervais' amendment is to add the following words to sub-section (2):—"or to retail or wholesale merchants or employers for their own reasonable protection as such retail or wholesale merchants or employers." An additional sub-section places the onus of any prosecution on the Attorney-General of the province, and it is in these words: "No prosecution shall be commenced under this section without the fiat of the Attorney-General for the province in which the charge is laid."

The member for St. James' division of Montreal, has been led to submit this important amendment to the House by reason of what he regards as the unfair prosecutions which have taken place in certain Ontario cities, notably Hamilton and London. He regards it as unjust that one section of the community, workmen or employes, shall be permitted to combine for their own protection, while the retail merchants of Canada are debarred from this privilege under the existing law. Mr. Gervais holds strong views as to the responsibility of the Government in trade matters. Instead of bringing respectable merchants before the courts, the Montreal representative holds that the Government should assume the responsibility of protecting the consumer against trade restrictions. Thus, assuming that a Retail Grocers' Association or a Retail Hardware Association were abnormally or unfairly to increase prices on one or more commodities, then the Government could meet the situation by temporarily reducing the customs duty upon such articles. In this way Mr. Gervais would remove the stigma of criminality from retail merchants and at the same time protect the householder from extortionate prices.

RECENT CUSTOMS DECISION.

The Board of Customs has just made the following decisions, and customs officers will in future charge duties as follows:

Item		British preferential	General tariff
451	Hot air furnaces	15 p.c.	25 p.c.
453	Steam furnaces	15 p.c.	27½ p.c.
453	Heaters and coils	15 p.c.	27½ p.c.
453.	Hot water and steam boilers	15 p.c.	27½ p.c.
454	Galvanized range boilers	20 p.c.	30 p.c.

HARDWARE TRADE GOSSIP

Ontario.

Dreany Bros., hardware merchants, Cobalt, have assigned to George Mitchell, Cobalt.

Munro Bros., hardware merchants, Alvinston, have dissolved partnership by mutual consent.

L. A. DeLaplante, hardware merchant, East Toronto, has been made a License Commissioner for East York.

George Hentig, hardware and stove merchant, Kingston, has been appointed to the Board of License Commissioners.

Mackie Bros., hardware merchants, North Bay, have donated a handsome cup trophy for hockey competition and a schedule is being arranged.

Mrs. J. Miller, Guelph, who died suddenly last week, was not the wife of J. S. Miller, secretary of the Bond Hardware Co., but an esteemed aunt of his who lived at the same town.

The agents and members of the Frost Wire Fence Company, Hamilton, to the number of 125 were banquetted last week by their firm. The occasion marked the close of the annual convention of agents.

W. J. Wilson, Preston, Ont., for some time sales manager of the Metal Shingle & Siding Co., will represent that company on the road in future, covering the territory between Toronto and Montreal.

William Leonard Lambert, manager of the sales department of the Canada Cycle and Motor Company, Toronto Junction, died on Feb. 11, after a short illness. Mr. Lambert was forty-two years of age and leaves a widow and two small children.

The gasoline pot used for heating soldering irons in Button's hardware store, Stouffville, sprang a leak last week and caused a swift hustle for a few seconds. The offending mug was hurled through the window, regardless of glass or sash.—Stouffville Tribune.

After two week's illness, Thomas Wood, for twenty years a resident of Toronto, died on Sunday last. Deceased was 77 years old, and prior to moving to Toronto to live, retired, was a hardware dealer at Elora. Besides his widow, four sisters and one son survive.

Fred. Pym, Toronto, was sentenced this week to 60 days in jail for systematically stealing horse shoes and horse nails to the value of about $200 from Rice Lewis & Son. The youth was employed as assistant shipper for the above firm and shipped the kegs to a confederate to whom he sold them at about one-fourth of their value.

This week stock is being taken in the Central Hardware Store, Wingham, for the transfer of the business from H. Bishop to H. V. Hill, of Cannington. Mr. Hill is a young man who has had a number of years experience in the hardware business and as he is well known, his success is assured.

Jack Walker, of the Crown Hardware Company, London, had a close call for his life last week. A carload of paints were being delivered and the clerks were hustling to the limit. Just as a heavy barrel was being dumped onto the sidewalk, Mr. Walker slipped on the ice, releasing his hold on the barrel, and but for the presence of mind of two of the other men, who turned the barrel to one side, his life would have been crushed out. With the exception of a strained ankle and slight nervous attack he is none the worse.

Another change in the hardware trade of Goderich took effect this week, the business of E. P. Paulin having been purchased by the Howell Hardware Co. M. W. Howell is well known in connection with the hardware trade in Goderich, having conducted a business here for a number of years in partnership with the late R. W. McKenzie and later by himself. He knows hardware thoroughly and should make the business of the Howell Hardware Co. a large and successful one. Mr. Paulin has not yet decided as to his plans for the future.

Chief Justice Falconbridge, of Toronto, withdrew from the jury the action for $2,000 brought by Joseph Harrison, an East Gwillimbury farmer, against Henry Jones, hardware merchant of Uxbridge, for malicious prosecution which arose from the sale of a horse. His Lordship held that though Jones laid the information against Harrison, which brought about his being tried at Whitby on the charge of securing money by false pretences, the information was laid without malice.

Quebec.

F. O. Barber, of P. & F. Corbin, New Britain, Conn., called on the trade in Montreal last week.

J. A. Paquin, St. Eustache, Que.; W. H. Clapperton, Maria Capes, Que.; A. G. Dobbie, Brockville, Ont., have paid visits to Montreal.

D. Tetu, of St. Felicien, Que., has been visiting Montreal hardware circles.

Mr. Leroi, of Cote, Boivin & Co., Roberval, Que., has been visiting Montreal.

L. C. Davitt, formerly representing Lewis Bros., Montreal, in the Cobalt section, has been transferred to his old territory, and is now residing in Ottawa.

Gervais Freres, St. John, Que., dealers in wholesale hardware, oils and paints, suffered a severe loss from fire on Feb. 6th. The stock was covered by insurance. The cause of the fire is unknown.

A. Janowtizer, Canadian branch of the large Austrian house, has removed to new and larger offices at 128-129 Coristine Building, Montreal. This firm manufactures some excellent hardware lines, including granite ware, hollow ware and cast iron ware enamelled and tinned in their own large factories in Austria and Belgium.

The National Tool and Axe Works factory, Three Rivers, Que., owned and operated by Mr. T. G. Hawthorne, was totally destroyed by fire last week. The origin of the fire is unknown. The loss was $50,000. It is understood that the building was insured in Three Rivers Agencies.

J. G. Lewis, vice-president and general manager of Lewis Bros., Montreal, was married a fortnight ago to Miss Ethel Strathy at the residence of her father, H. Gordon Strathy, Pine Ave., Montreal, by the Rev. Dr. Barclay, of St. Paul's Church. Mr. and Mrs. Lewis are spending their honeymoon in the South.

Samuel A. Crowell, head of the hardware firm of S. A. Crowell & Company, Yarmouth, N.S., died Feb. 12, after a brief illness. He was stricken with apoplexy on Tuesday morning. Mr. Crowell was a prominent Liberal, an energetic Methodist worker and formerly a director of the Bank of Yarmouth. He was aged sixty-six. Samuel A. Crowell, lawyer, of Toronto, is a son.

It was rumored in Quebec on Feb. 1 that the Ross Rifle Factory was about to shut down and despatches to this effect were sent to newspapers all over Ontario. Sir Charles Ross, the president of the company, denies that the factory will close and his denial was borne out by the Minister of Militia. In his denial Sir Charles stated that he had not had any correspondence with the Militia Department regarding further orders for some time.

An interesting game of hockey was played at Lachine, Que., between teams made up from employes of the Dominion Wire Manufacturing Company, Montreal, office staff vs. mill. At the close of the game the score stood 4 to 1 in favor of the mill team. After dinner at the Strathcona Hotel, the usual toasts being honored, the party adjourned to the ball room where an enjoyable dance was held. The outing was considered one of the most successful ever held.

Nine men were killed in an explosion which took place in the plant of the Standard Explosives Company at Ile Perrot, near Vaudreuil, Que. The explosion occurred as the nitro-glycerine was being manipulated for dynamite, and the building and two mixing rooms were blown up. The explosion was heard quite plainly at Vaudreuil station, which is, at least, two miles away. The company, which has offices in Montreal, is engaged in the manufacture of high explosives and blasting powder, and also dealers in safety fuses, batteries, sporting powders. About 200 men are employed in the factory. The names of the men killed are. Pierre Menard, foreman; J. B. Robillard, J. Lauzon, Chas. Lauzon, J. Crepain, Archie Legault, A. Dunberry, N. Rousseau and O. Trepanier.

Western Canada.

J. A. Armstrong, of Kennedy, Sask., was in Winnipeg this week on business.

Fred Babb, proprietor of the Babb Hardware Co., Portage la Prairie, was in Winnipeg last week.

A. J. Falconer, Deloraine, was seen by a Hardware and Metal representative in Winnipeg last week.

C. C. Baker, of Gilbert Plains, and J. G. Rattray, of Pipestone, were in Winnipeg this week.

C. D. Waldon, of tne Pease-Waldon Co., returned to Winnipeg this week from an extended eastern trip.

D. Sutherland, of Dauphin, was in Winnipeg this week, attending the bonspiel and visiting the wholesale houses.

Wm. Chalmers, of Deloraine, Man., was one of the most successful of the hardwaremen competing in the Winnipeg bonspiel.

Williams Bros., hardware merchants, Gladstone, Man., have turned their extensive business into a joint company. The directors of the company are: A. G. Williams, Wm. Williams, B. Nairn, Rodney McCaskill and Miss Mustard.

The W. P. Miller Hardware & Heating Co., Calgary, has received the contract for supplying all iron work and for roofing the high school being built at that place.

J. B. Curran, head of the Brandon Hardware Co., Brandon, was seen by a Hardware and Metal representative in Winnipeg last week. Mr. Curran was on his way east to Toronto and other points.

United States.

The Iver Johnson Sporting Goods Co. are erecting a large eight-storey store building at Boston, Mass., in which to conduct their retail sporting goods business. The basement, first, second and third floors will be an ideal department store for the exclusive sale of sporting goods. The general offices of the company will be located on the third floor.

SCREW STOCK DAMAGED.

The building on Bay street, Toronto, the first floor of which is occupied by the local branch of the Canada Screw Co., was damaged by fire on February 18. The fire originated in the rear of the second storey in the warerooms of D. J. Sinclair, florist, and as a stock of light combustible material, such as wicker baskets, was stored in the apartment, the blaze had gained considerable headway before being discovered. The alarm was rung in about 5 a.m., and the blaze extinguished after an hour's fight.

The chief sufferers as a result of the blaze are the Canada Screw Co., their loss resulting from water solely. The damage to the stock has been estimated at from $5,000 to $10,000.

The ground floor was saturated with water, and the shelves containing cardboard boxes of stock were broken open by the water, and as the goods rust quickly, the result is two large stock rooms filled with damaged screws and nails. The head office of the company is at Hamilton and the officers are, President, Cyrus A. Birge; general manager, F. H. Whitten. Chas. G. Knott is the manager of the Toronto branch.

The firemen spread tarpaulins over the stock wherever possible, but in the opinion of Mr. Knott most of the goods will be damaged. Little is known in Toronto regarding the insurance of the stock, as the risks were taken out in Hamilton.

U. S. IRON AND METAL TRADES

Cleveland, O., Feb. 20.—The Iron Trade Review to-day says:

Sales of structural material by the principal producer this week amount to about 16,000 tons, and other interests sold fair tonnages. Fabricating concerns are naming low prices. Orders for cast iron pipe in eastern territory amount to considerable tonnage. Sales of standard rails have been very small, but there is a fair demand for light rails, of which 1,500 tons were sold in the Pittsburg district and 1,000 tons in the Cleveland district. Specifications on steel bar contracts have improved, and there is little activity in bar iron. There is an increased demand for plain and barbed wire and wire fencing from rural districts. At Pittsburg the rolling schedules of plate mills have been increased.

An encouraging and rather unexpected development has been the increasing firmness in prices of old material. There is increased demand for scrap for use in basic open hearth steel furnaces, and railroad offerings of heavy melting scrap have been disposed of at good prices.

The most cheerful news this week comes from across the Atlantic. Our Birmingham, England, correspondent reports an increased demand for pig iron, and the placing of large orders for some finished products. In the United States there has been little change in conditions.

CHANGES IN AUSTRALIAN TARIFF

The Canadian Trade Commissioner in Australia, J. S. Larke, in a recent report, states that the new Australian tariff will be on the average five per cent. higher than the old, but on no one line will it be so high as to be practically prohibitive. On most lines the effect of the preference granted to Great Britain is of more value than the additions to the tariff. If Canada secures the advantage of this preference, its position will be materially improved over that which it occupied under the old tariff on many lines of goods which Australia must continue to import. The greatest impediment to Canadian trade in Australia will be hereafter, as it has been in past years, the inability of Canadian manufacturers to fill the orders that they might otherwise obtain.

TAKE YOUR CASH DISCOUNTS.

The small margin of profit on many classes of goods means an actual loss in the final result, after freight, handling and selling costs have been deducted from the supposed profits, to say nothing of incidental expense, bad accounts and interest on the capital invested. A two per cent. deterioration of the entire hardware stock is no more to be avoided than a two per cent. cash discount on goods bought is to be taken advantage of. Imagine what this means when money can be turned over several times during the year and by anticipating your bills in advance of the time they are due you could be two per cent. ahead on each and every time a dollar was turned over!

Many of our large department stores are actually selling their wares at bare cost (which of course includes all items of freight, handling and incidental expense), and on account of their large volume of business which allows them to replenish their stock several times per year, declare a substantial dividend from the simple fact that they discount their bills with their creditors. One dollar spent three times per year and every time at a discount of two per cent. means six per cent. per year.

Manufacturers and jobbers who allow cash discounts do so to encourage prompt payments that they may thus be enabled to turn their money over quicker.

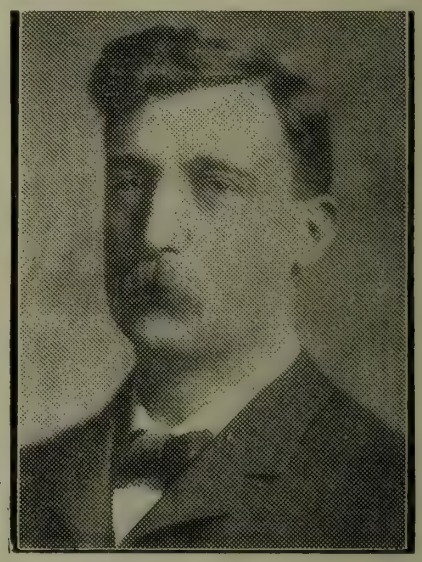
Take advantage of your discounts in every possible case.

The employer always has a warm spot in his heart for the man who does a square day's work.



A. E. HAMILTON.

Of Hamilton & Stott, Master Plumbers, St. Thomas, Ont.



JAMES STOTT.

Of Hamilton & Stott, Master Plumbers, St. Thomas, Ont.

Novel Advertising Done by Plumbers

How a St. Thomas Firm Got the People Guessing the Week Before Christmas —One of the Partners Narrowly Escapes Election As Alderman.

Novelty advertising is not supposed generally to be within the province of the plumber, but, in St. Thomas, Ont., there is a firm that prefers to be the exception to the rule and every little while they give a real surprise to the citizens. It may not be exactly a motto but it's apparently a guiding rule for the firm "that it's a pretty recent arrival to St. Thomas who doesn't know of Hamilton & Stott."

Hamilton & Stott supplement their newspaper advertising with publicity-getters that the other fellows don't think of. They haven't yet offered a free bath to anyone who would test their bathroom fixtures—but it wouldn't surprise anyone if they did.

galvanized iron around the outside. The windows of the doors were also curtained. A placard was put up announcing that on Christmas eve a turkey would be given to the person guessing nearest to what farm yard live stock the window would contain at eight o'clock that night. The announcement was also made through the newspapers.

A half-hour before the hour named the street in front of Hamilton & Stott's was crowded. The guessing closed at eight o'clock and then a couple of pigs, a pair of rabbits, a couple of hens, a turkey, a duck, a pigeon and a pheasant were put in the window. Two newspaper men did the judging and the guesses they went

ran for alderman in the recent municipal contest in St. Thomas and though he wasn't elected he proved his popularity by a large vote. Next year, his friends say, " 't'will be a lead-pipe cinch."

The firm commenced business in 1900, both being practical mechanics, Mr. Stott looking after the heating and plumbing department and Mr. Hamilton the sheet metal work and furnace department. Their business gradually growing forced them to seek larger quarters, where they are now at—445 Talbot St., and employing ten employes. They carry a large stock of iron pipe and pipe fittings, and a complete line of plumbing goods, gas fixtures, gas globes, mantles, etc. Some of the heating jobs the firm has installed are: The Mrytle St. School, heated by the low pressure steam, the Separate School, heated by low pressure steam, the Free Library and the Home Bank, heated by hot water.



Novel Window Display that had the People of St. Thomas Guessing.

The nearest they ever got to "ducking" in the window was the week before Christmas when they filled one window with a big tin basin and put live fowls into it—ducks. This in itself was enough to attract the attention of passers-by but their enterprise didn't stop there—they put something else into the other window. And just because nobody know what that "something else" was, everybody wanted to know—and that meant everybody was talking of Hamilton & Stott's.

This was the way the scheme worked. First one window was completely closed to the public view by nailing up of

through were most amusing. Some guessed everything in a farm yard from an owl to a bull. One guesser even included a local donkey, while another wishing not to slight any live creature added fleas to his list.

When the judging was concluded it was found that a 14-year-old newsboy had defeated a well-known lawyer in a close race besides scores of others who were farther behind. The novelty was the talk of the town but everybody said "that it was just like Hamilton and Stott."

Bert Hamilton, one of the partners,

TREATY ACCEPTED IN FRANCE.

The bill approving the convention between France and Canada was adopted in the Chamber of Deputies a fortnight ago by a very large majority. M. Lefas showed that Canada by concluding with France a convention for ten years had followed a far-sighted policy which would protect her industry, but he considered that the French boot and shoe industry, which was of great importance, would be unfavorably affected by the new convention.

M. Klotz, speaking for the Customs Commission, said the convention safeguarded France's absolute liberty in the future. The chamber might ratify it without fear.

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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TRAVELERS AND THE ASSOCIATION.

The Ontario Retail Hardware Association took the proper and dignified stand which does them much credit in dealing with the question of admitting commercial travelers as associate members.

When the association first started, many of the travelers took the narrow-minded view that the organization of the trade would be a serious disadvantage, and they did, for a time, a good deal of harm by advising retailers to have nothing to do with it. They, likewise, criticized Hardware and Metal for the strong support it gave the association.

The broader minded men who happily were in the majority, took the view that the getting together and gossiping of the trade throughout the country might reveal variations in prices and terms and show that in some instances all dealers were not treated alike, yet the meeting and discussions of the leading members of the trade would make them bigger and broader men, better merchants and in the long run vastly better and bigger buyers from the travelers. These men were anxious to help the association, and suggested to a number of the members that they should be admitted as associates, that they would pay fees willingly, and that these fees would be a material help to the association.

The association was unanimous in the belief that closer relations at an annual gathering and the common discussion of many questions would be of great benefit, but they hesitated about accepting fees or favors of any sort. It was urged that in the United States and in other trades in Canada it was quite a common thing for travelers to contribute towards the funds of the association, and on the occasions of the annual meetings to spend money lavishly in entertaining members. This showed a good feeling, but it has been carried to excess, and there have been many disgusting and objectionable exhibitions. It is a wrong principle and the association took the right and dignified stand that they would not be a party to or allow any such form of relationship.

The Ontario association has set an example that should be followed by the other trades in Canada and by the hardware and metal trades in the United States. The members, however, decided that one day at each annual meeting should be devoted to a joint gathering of travelers and merchants, when questions of general interest should be discussed and papers read on topics that would tend to improve business conditions. The following days would be devoted to executive work in which travelers, of course, would not be interested.

A proposal was made that hardware travelers might form their own association. The idea is a good one and it is hoped that it may be carried out.

During the discussion the members also took strong ground against the policy of some merchants in other branches of trade in asking travelers to join local clubs, societies in which they can have no possible interest—the whole thing being a species of blackmail, similar in its nature to the church, or society which asks the local retailer to contribute or put an advertisement in a programme.

THE HARDWARE CITY.

The following is an editorial which appeared in the Hamilton Herald on Tuesday, February 18:

"Very appropriately the Ontario Retail Hardware Association has decided to hold its next convention in Hamilton. It ought to be one of the most interesting and notable of next year's conventions, for the local hardware men will undertake to demonstrate to their brethren the undoubted fact that Hamilton is the chief hardware manufacturing centre of this Province, if not of the country.

This fact is already conceded by our esteemed weekly contemporary, Hardware and Metal, the organ of the Canadian hardware trade. 'Hamilton,' says our contemporary, 'with its large steel and iron industries, Westinghouse electric and Deering implement works, its big wire works, shovel plant, screw and nail industry, lantern and tinware factories, roofing, woodenware and other hardware industries, is making a big name for itself, not only in Canada, but across the border. In fact, it is said that in Pittsburg, where the Hamilton metal industries are large buyers, Hamilton is considered the largest industrial centre in Canada.'

But, for the same reason why Hamilton would be the most appropriate place of meeting for the hardware convention, it would be the most appropriate place of meeting for other trade conventions also. For be it known that there is hardly a class of manufacturing which is not represented, and well represented, in this great industrial centre. For the members of any trade convention there is much that is instructive and interesting to be seen in Hamilton factories."

A BUSINESS LETTER INNOVATION.

The progressive business man, keenly alive to the knowledge that time is money, is always ready to put into practice methods whereby his correspondence can be conducted more expeditiously and systematically. But it is doubtful whether he is quite prepared to go to the extreme lengths adopted by an Iowa concern in the style of its letters. In this instance the customary form of business letter construction has been radically altered. Not only is the name of the addressee with the address placed directly under the date, instead of at the left hand of the communication, but in a revolutionary manner, characteristic of our neighbors across the border, the time honored salutation of "Dear Sir" or "Gentlemen" is dispensed with, as well as the termination, "yours truly," or its equivalent. The reason given for this departure from formality is that the company will no longer waste time and space in conforming to a custom that has long since lost its significance, and is but a remnant of the effusive politeness common when letters were not such large factors in business as they are now. Furthermore, the name of the company and the signature of the writer is impressed at the bottom of the letter with a rubber stamp.

It must be frankly admitted that we cannot concur in the explanatory remark that the stereotyped methods of beginning and ending a letter have lost their significance, and are, in fact, unnecessarily polite. The inference is that politeness is useless in business transactions, and curtness only essential. But this, in our opinion, is a great mistake. The traveler who most readily gains the ear of a purchaser is not the

man who ignores all customary forms of opening an interview, and abruptly states his business in a peremptory manner, careless of the impression created, but the man who recognizes that a certain amount of courtesy is due from both sides, and offers politeness in the belief that it will be returned. What obtains in the case of a traveler obtains in the case of a letter, which is equally representative of the firm. In fact, in the latter instance, the courtesy of the customary salutation is more essential, for the letter is the firm speaking in its own words, and the mistake of an employe cannot be brought forward, as in the case of a traveler, as an excuse for an offensive style of address.

Business of to-day has not been divested of sentiment by any means. Personal likes and dislikes will always be a great factor to be reckoned with in trading, and we hardly see the reason of running the risk of appearing indifferent to the feelings of an addressee for the little saving of time and space that is made by the Iowa innovation. Of course the idea of the originators of this novel scheme is to educate the commercial world to the fact that there is no real act of discourtesy in the method advocated. But so long as politeness rules in one walk of life, so it will in another, and business pursuits will never prove an exception.

The method of stamping the name of the sender of the message with a rubber stamp is open to the objection that it removes that amount of personality to a letter which in many cases would prove its most effective point. Stamping the name changes a personal letter, with all its direct importance, into an ordinary circular, with a loss of much business weight. So far as changing the position of the name of the addressee and the address is concerned, the alteration is not radical enough to need much criticism. In some systems of filing letters an advantage may be gained in altering the position so that a certain communication can more easily be found, but in the case of the vertical system so generally in use, there is no benefit to be derived from the change.

WILL APPOINT TARIFF EXPERT

The Canadian Manufacturer's Association have decided to appoint a tariff expert at a large salary. His duty will be to represent the association in all negotiations with the Government, and to make a thorough study of tariff and tariff conditions throughout the world.

The man most favored for the position is John Bain, formerly assistant Commissioner of Customs. It is very doubtful, however, if they can get him, as he is now in the employ of the Hon. Clifford Sifton at a fancy salary.

THE CO-OPERATIVE BILL.

The particularly objectionable feature of the co-operative legislation as proposed for enactment by the Dominion Parliament is the facility with which members of the societies may escape responsibility, financial or otherwise for the acts of the society. Should, for any reason, any number of members wish to withdraw all they have to do is to resign, and the moment their resignations are accepted their liability for debts contracted by the society ends. What assurance have firms who sell to co-operative societies that those comprising it will not "resign" and disclaim any responsibility for debts contracted? This feature in itself should be objectionable enough to defeat the proposal.

THE SITUATION IN THE WEST

By our Special Winnipeg Correspondent.

The situation in the West has developed many features of interest during the past two weeks but the question of the amendments to the Grain Exchange charter continues to be paramount in grain circles at least. The gravity of the situation has increased rather than diminished. The agricultural committee have passed the bill in its most confiscatory form and have recommended it to the legislature in that form in spite of the representations made by counsel for the Grain Exchange. The Grain Exchange has filed a formal protest to the legislature against the passing of the bill, but it is not expected that this will have any effect in deterring the passage, which has apparently been determined upon by the Premier, Hon. R. P. Roblin.

* * *

To what extent the well ordered and well established grain markets will be disturbed and destroyed it is too early to determine, but, although there are differences of opinion on some passages of the bill and their effect, there seems to be but one opinion, outside of the Provincial Minister, pledged to it, and the little coterie of grain growers that have fathered the bill, and that is that it is unquestionably the most vicious piece of legislation that has ever been brought before a Canadian Parliament, and so far from accomplishing the end desired by its authors will have the effect of upsetting the entire grain trade, both domestic and export, possibly for years to come.

* * *

The wheat market has in common with world markets, suffered a very serious slump in the past ten days, but now shows signs of recovery and a return to normal conditions. It is worthy of note that the Winnipeg market was the slowest to break and has been the first to show recovery to any material extent. The receipts of wheat for inspection have been growing smaller daily for some time, and the receipts at country elevators still smaller, indeed the amount now in farmers' hands must be small indeed, and apart from any good wheat that may have been reserved for seed, is generally of low grade. When the slump reached good proportions there was a considerable revival of export trade, which has been very dull since the heavy Argentine shipments have begun to come in. The inquiry was for No. 1 and 2 Northern or else for low grades. The usual mid-winter dullness which is always a feature of the early part of February, is passing and generally more active conditions are looked for as the season advances. In spite of the heavy weekly all-rail shipments, stocks are accumulating at the lake fronts, very much in excess of any previous year. Of course, during the entire season, there has never been a week when it has not been easy to carry wheat from interior points to the lakes, owing to the very open season.

* * *

The distribution of seed grain is being watched with keen interest by business men as well as farmers, for on the early seeding of a large area with good seed depends largely whether the year 1907 was as disastrous to mercantile interests as was at first anticipated. There is no question, that although conditions have not proved as bad as many anticipated, a backward spring with slow seeding and a scarcity of seed calculated to produce a vigorous crop would be very prejudicial and would precipitate many failures that are now being staved off. Recently there have been quite a number of rather material failures in Winnipeg though none of a character to occasion any very widespread loss. The tightening of things has been noticed, most especially in furniture lines, and one very large concern that did a heavy credit business in these lines has gone under and a receiver has been appointed. The period of rapid expansion through which the city has been passing, the very high rents, and the consequent renting of larger houses and putting in of new furniture and renting rooms that has been carried on to a surprising deegree, has been very largely done on the instalment plan. Many of the people with roomers are finding their rooms vacated or have been obliged to accept very much lower rents and in turn have not been able to keep up payments on furniture, so that this in a measure accounts for this branch of trade feeling the squeeze severely. Grocers, especially wholesale grocers, and dealers in heavy and necessary clothing, report conditions better than they expected to find them when the winter season opened. They claim that the fact that people have had to spend so much less on fuel than usual has left more money to invest in food and clothing, whatever the reason the fact remains that accounts of this character have been very well met.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Copper—Weak at 14¾.
Tin—Remains at 32½c.
Spelter—Continues strong.
Lead—Weakening.
Pig Iron—Maintains firmness.

Toronto.

Iron Pipe—Prices reduced.
Stove Bolts—Discounts increased.
Copper—Quoted at 14 cents.
Ingot Tin—Continues at 31 cents.
Tinned Sheets—Down ½-cent.
Pig Lead—Decline.
Spelter—Holding firm.

MONTREAL HARDWARE MARKETS

Montreal, Feb. 21.—Owing to the improvement in the weather, trade has brightened up considerably this week. Travelers are losing no time in making up the delay caused by the snow blockades, and the country roads are now more passable. This, combined with the gradual approach of March, when orders will take rush proportions, induces a growing briskness to business generally. Freight likewise is moving more freely, although some shipments are still held up.

Orders from the West continue backward, but the East is showing good promise of assuming normal trade proportions before long. Collections are on the mend, and taking all things into consideration trade conditions are satisfactory. Kitchen utensils and spring cleaning goods are now moving more freely. Egg crates are in strong demand, and it is evident that a good egg season is anticipated. Prices are steady.

Builders' Hardware and Supplies—Orders for future delivery are improving for the various lines, but the quantities are not heavy. Some very effective and practical designs in lock sets by Canadian makers have been put upon the market, and show promise of moving well. Increasing attention is being paid by builders as to style and workmanship in these articles, and the builders' branch of the hardware industry is growing to be an important one. Prices are unchanged.

Railroad Supplies—The demand continues about the same in volume as that of last week. There has been a cessation of construction work lately, and gangs have been reduced. This has adversely influenced the lines moving for immediate delivery, but the prospects are still as good as ever they were. Hammers and shovels are selling, perhaps, the best of all lines.

Lumbermen's Supplies—Boot calks have showed up well this week for immediate delivery. It is evident that there has been a considerable amount of holding off by buyers this season. For future delivery cant hooks and chains are moving well. The demand generally is fair.

Spring Goods—House cleaning utensils, such as carpet sweepers, brooms, mops and buckets are commencing to move. Picks and sidewalk scrapers show increasing strength.

Nails—The price of nails is now quoted rigidly at $2.30. The demand is fair, but it naturally has not been encouraged by the fluctuations which have taken place in quotations. A steady basis will stimulate trade.

Sporting Goods—The lines moving at present are not many. A few orders for guns have been placed. Ammunition is moving better, while sorting orders for shot are fair. Prices are unchanged.

Bolts and Nuts—The demand is improving all the way round, and prospects are encouraging. Manufacturers' stocks are now well assorted, and there seems little fear, as indications show at present, of any shortage being experienced similar to that of last year.

Screws—Screws are still somewhat inactive. Orders for future delivery are coming in slowly, but there will be no strength to the demand until next month. Quotations are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 21.—Conditions for the resumption of an average hardware demand are more favorable this week than for some time.

Orders coming in during the week have easily surpassed those of any other week since the new year. The orders being booked are in most cases equal to those booked at the same time last year and on the whole business in Ontario is rapidly gaining a highly satisfactory basis.

From British Columbia reports proved by large orders are coming to hand in increasing numbers and though the middle west is a little behind as yet prospects continue to brighten and when spring opens up business in the provinces lying between British Columbia and Ontario will undoubtedly revive in every case. With the increasing possibilities, which seem to indicate a satisfactory year for the trade dealers should not delay placing order goods for spring delivery.

During the week prices on most lines have remained firm. Iron pipe has been reduced to an appreciable extent and a further reduction in the price of stove bolts has been made.

Iron Pipe—For some time a reduction in iron pipe has been predicted by those in a position to know. Producers have held the prices firm for some time but the present reduction had to come. Stocks are fairly heavy at present and the demand is light at this season. The revised price list will be found under current quotations.

Bolts and Nuts—The demand for these goods is also reviving and on all varieties, with the exception of stove bolts prices are being maintained. An additional discount of ten per cent. has been announced on these goods, quotations now being 75 and 10 per cent.

Nails—Price cutting on nails has come to an end, it is predicted, and the agreement reached by the large manufacturers will probably hold for some time. The demand is steady and increasing. We quote 100 lb. kegs at $2.30 base, f.o.b. Hamilton, London, Toronto, Brantford and Collingwood.

Rope and Binder Twine — The weakness in the hemp market continues, but it has not led to any further reduction in prices. The demand is steady and quotations remain firm.

Screws—There is a small demand for common sizes at present, and stocks are fairly large. Some large orders for future delivery are being received and prices remain unchanged. We still quote 85 and 10 on flat and 80 per cent. on round styles.

Spring Goods—Booking for all varieties of spring goods, garden tools, hose, poultry netting, wire fencing, lawn mowers and builders' hardware, is well under way. Prices remain firm and orders coming in are encouraging.

Builders' Hardware and Supplies—Prospects are favorable. Much building is contemplated throughout the country for this year and as a result a good demand is expected. High class goods are being universally adapted by the mechanics and as a result buyers are far more satisfied with their goods than in the past.

MONTREAL METAL MARKETS.

Montreal, Feb. 21.—Copper is once more the weak spot in the metal markets, and its generally depressed tone is having an adverse influence upon conditions all the way round. Tin in the Old Country dropped a little, but the metal closed firm, so that this market is not to blame for the weakness in the present situation. Although the demand locally is maintaining strength, inquiries by American consumers are disappointing, especially in copper. The continued decline in foreign prices, and the falling off in exports—there being little or no European demand just at present—make it imperative, if a firm figure is to be maintained, that the domestic consumption should rally. This is not taking place, and consequently copper is gradually weakening. A strengthening tone in the Old Country would stiffen the situation, but until the accumulation of stocks is cleared off, this is not likely to happen.

Spelter is the only metal that can be said to be gaining ground with a firmness that promises to be maintained. Much is expected of the European syndicate which is to control the foreign

markets. Whether this combination will produce a strong speculative movement which in the end will prove more of evil than good remains to be seen. For the present merchants are satisfied with the position. Lead is weaker, but pig iron stronger.

The situation generally is not so good as it was last week. Business has received a check, so far as outside markets are concerned. That there is a demand waiting to be launched on the markets, no one denies. The only question is, how long can users maintain this holding back disposition? Until trade conditions force buying, there will be little real firmness to the markets.

Pig Iron—Locally the market is showing improvement. Stocks are moving well, and it is evident that users, by putting off their buying until the last minute in the hopes of price-cutting, have been forced to buy from stock instead of from the mills, with a consequent loss to themselves. Deliveries from the mills are improving, the time taken being much less than it was some months ago. The United States markets continue uncertain. While the larger interests continue to make strong efforts to maintain prices, many of the smaller Southern furnaces are selling at a material reduction on published figures. In the Old Country the market has strengthened a litte, and Cleveland warrants are now quoted at 48 shillings and ninepence, an advance of twopence over last week. Stocks are light, and the demand is improving. Altogether pig iron maintains its strong position, and prospects are favorable. We quote: Middlesboro No. 1, $21.50; exstore, with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Tin—This metal dropped slightly in the English market, but not enough to indicate any weakness. Quotations are now £127 10s. here, and in New York $29.75. The advance in the latter price is explained by the great spot scarcity that exists. Conditions will probably improve during the next week. Although speculative interests control the primary markets at present, there are indications that a general shortage of tin may occur in the future. Some of the Far Eastern mines have been worked out, and during the low prices of tin many producers stopped operations, or reduced their labor force. The result of this will be that the output from the Federated Malay States will be a diminishing one. When one considers the important part that this tin mining centre has played in the world's production, it is evident that a decreasing output will have a serious effect upon the future tin situation. We still quote tin at the advance of last week, 32½c.

Copper—Copper continues to weaken in New York, and in the Old Country, and the markets are in a very depressed state. The mainstay of copper has been the foreign demand, but this has fallen off and has left the market very weak. Consumers' orders and inquiries have been less this week than last, and the general situation is bad. Stocks must be heavy in Europe, which probably accounts for the slump in the English quotations. Prices across the Atlantic are now £57 12s. 6d., a decline of £1 15s. over last week. The only hope of the market generally, is a revival in the domestic demand. The estimated production in the States for January was 2,000,000 pounds in excess of December, but this was 18,000,000 pounds behind January of last year. If this relative restriction is maintained for some time there may be a chance for a strong recovery, providing, of course, that the consumptive demand increases to the extent that trade conditions should demand. With copper ranging around 12¾c in New York, the price locally cannot be maintained, and we now quote 14¾c with a further shading for large lots.

Spelter—Spelter maintains its strong position and has advanced £1 2s. 6d. in the English market, the price quoted now being £21 15s. Quotations at East St. Louis maintain strength at last week's advanced price of $4.80. The speculative movement abroad still continues, but the market is strong as the price ruling is still too low for profitable trading. We continue to quote 5½ for foreign and 5¼ for domestic.

Lead—Lead is still falling, and the price now quoted is £14 2s. 6d. The market is dull, and unless conditions improve there will be a shading of prices locally. At present we continue to quote $4.50 for imported pig.

Antimony—Antimony is strengthening in the foreign markets, but there is no change locally. Conditions are dull, and there is very little doing.

Old Materials—The market is dead. Prices are unchanged as follows: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 2¾c; wrought iron, $12; No. 1 cast $13; No. 2 cast, $10.

TORONTO METAL MARKET.

Toronto, Feb. 21.—Dullness continues in metals owing to the irregularity in price quotations, copper particularly being chaotic. Locally, 14 cents is being freely quoted with the market anything but strong. The effort to force an advance in refined copper by sheer trust strength has met with flat failure. Increasing output, notwithstanding the curtailment by trust interests, the light melting both in America and abroad, and the continued increase of stocks has been too strong a combination of forces to be combated successfully even by the copper trust, supported by relatively easy money for financing surplus supplies both here and abroad. The result has been that independent producers, as well as second hands, have forced sales recently, bringing about a break of ½c a pound in New York prices, and between £2 and £3 in the European market.

Metal merchants are chiefly busy at present in looking after collections, the bookkeepers having far more work than the shippers or salesmen. Foundries, wire fencing manufacturers and others who have shipped large quantities of metal products to the Northwest, have found collections slow and their condition is naturally reflected upon the jobbers who supply their raw material. Such sales as are being made at present are small and for present consumption, buyers generally declining to book ahead under existing conditions, and sellers not being more desirous of holding up the market than to sell goods.

Pig Iron—Buyers continue to hold off and sellers are waiting for something to happen. Furnaces in Canada are curtailing production while still keeping their fires burning. We still quote $22.50 for Canadian foundry iron, and $21 for No. 3 Middlesboro.

Copper—Prices have dropped half a cent, following a break in the foreign markets. Sheets are also lower. For casting ingots we quote 14 cents.

Tin—The strength of the market for tin at London and the Straits in the face of the unfavorable statistics is attributed to the fact that the United States Steel Corporation became a buying factor in those markets early in the month. It is predicted that as soon as the Steel Corporation buying ceases the market will drop. At present tin is firm at 31 cents in Toronto.

Lead—A weaker market prevails with $4.15 quoted locally for imported pig. Buying is very light and a further shading seems likely.

Spelter—This metal stands alone this week in firmness. Both in America and Europe the market is strong and advancing, with the metal somewhat subject to speculation. We quote from 5 to 5¼ cents.

Antimony—Supplies are heavy and demand light. We quote 10½c per lb.

Old Materials—The scrap market continues dull and heavy, with lead prices decidedly weak.

LONDON, ENG., METAL MARKETS.

London, Feb. 18.—Cleveland warrants are quoted at 48s 7½d, making prices as compared with last week 3d higher.

Tin—Spot tin opened easy at £127 5s, futures at £126 5s, and after sales of 270 tons of spot and 450 tons of futures closed weak at £126 10s for spot and £125 10s for futures, making price compared with last week £3 lower on spot and £3 15s lower on futures.

Copper—Spot copper opened weak at £57 2s 6d, futures at £57 7s 6d, and after sales of 600 tons of spot and 1,500 tons of futures, closed weak at £57 for spot and £57 5s for futures, making price as compared with last week £2 10s lower on spot and £2 12s 6d lower on futures.

Lead—The lead market closed at £14 1s 3d, making price as compared with last week 6s 3d lower.

Spelter—The spelter market closed at £21 10s, making price as compared with last week 18s higher.

Don't get discouraged. A discouraged salesman is on the toboggan for the down and out club.

Quebec and Maritime Provinces

A $2.35 Base on Wire Nails at Halifax—Mining News From Newcastle.

HALIFAX.

Halifax, Feb. 17.—The feature of the hardware business last week was a decrease in the price of wire nails. The drop was very unexpected and all the jobbers were completely taken by surprise, when they received notice at the close of the week that the price had been cut fifteen cents. They were quoted at $2.50 base, but the present market price is $2.35 base. This rapid change has upset the calculations of the jobbers, who had quoted nails at $2.50 and were filling their spring orders at these prices. As the result of the change they will now have to allow their customers a rebate to make up the difference and it will mean quite a loss. The cause of this sudden change is difficult to solve. The cut was made by the St. John nail manufacturers and it is presumed for the purpose of holding the Maritime markets against the Montreal manufacturers. Two weeks ago the latter were quoting nails here at $2.50 base, but it is stated that since then no quotations have been received from these parties. Trade at the present time is a little quiet, but nothing out of the ordinary for the season of the year, and it is expected to brighten as soon as the spring opens.

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Samuel Atwood Crowell, one of Yarmouth's foremost business men, and whose name has been identified with the hardware trade of that town for many years, died at his home at Milton last week, of apoplexy, aged sixty-five years. He first engaged in business for himself, then entered into a partnership with William Cann, under the firm name of Crowell & Cann, conducting a general business. At the dissolution of his firm he went into the hardware business with Samuel Killam, under the firm name of Killam & Crowell. In 1876, on the retirement of Mr. Killam, Mr. Crowell purchased his partner's interest and conducted the business up to his death under the name of S. A. Crowell & Co. Mr. Crowell was for some years a director and afterwards vice-president of the Bank of Yarmouth, a director of the Yarmouth Steamship Company, the Yarmouth Duck and Yarn Company, the new Burrell-Johnson Iron Co., the Yarmouth Gas Co. and the Grand Hotel. His business career was successful throughout. He is survived by his widow and three sons.

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The re-organization of one of the best known manufacturing concerns in Truro on a solid basis, has been accomplished, and this old firm of manufacturers will hereafter be known as the Truro Foundry and Machine Company, Limited. The authorized capital is $100,000. Less than $50,000 of this stock will be issued, and the balance will be retained as treasury stock for future development. The property on Young Street, Truro, and the good will of the business has passed over to the new company. $20,000 of the stock will be offered for public subscription and the proceeds of this sale are to be used in improving the present plant, especially the machine shops, which will place the foundry in a position to do any work of the iron monger that there may be a demand for in the Maritime Provinces. The firm will make a specialty of gold mining and mill machines. The provisional directors are: Frank Stanfield, C. E. Crowe and W. J. Kent. The officials are: Superintendent, Duncan MacDonald; foreman of pattern department, John Patton; foreman of molding shop, Angus McDonald; foreman of boiler shop, Daniel McCarthy; foreman of stove and furnace department, Wilfred Roebuck; mechanical draughtsman, Geo. J. Mosher.

NEWCASTLE.

Newcastle, N.B., Feb. 12.—In a few weeks the Dalhousie Lumber Company will begin the erection of a large new saw and rossing mill there. It will be 135 by 75 feet and furnished with all modern machinery, at a cost of about $100,000. It will employ 175 men. A new shingle mill will be built at the upper end of the town. The total output of the company will be about 25,000,000, and 1,000 men will be employed in the woods, and some 200 in town. Their output of shingles will be from 40 to 50 millions. The directors of the company for the ensuing year are: James Manchester, of St. John; W. T. Whitehead, ex-M.P.P., Fredericton, and Henry Hilyard, Mr. Griffin and Mr. Underwood, of New York.

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It looks as if the Drummond Company, who have acquired the Nepisiquit iron mines, will build their smelter at, and ship from the port of Bathurst. The harbor will be dredged the coming season. Bathurst has some 2,000 people already, and if, as is highly probable, the iron works go there, instead of to Newcastle, it will soon be a city.

Told by Ontario Correspondents

Important Meeting of Hamilton Stove Manufacturers and Molders—Changes in the Trade at Goderich—Winter Fair Buildings at Guelph to Cost $35,000—Ingersoll Board of Trade Reorganized—Bright Views Taken By London Manufacturers.

KINGSTON.

Kingston, Feb. 18.—The Kingston Shipping Company, recently incorporated, is having a steamer built at Dumbarton, Scotland, the vessel to be named the "Cataraqui." Her general dimensions will be: Length, over all, 256 feet; beam, 43 feet; depth molded, 22 feet. The officers of the company are: President, H. A. Calvin; vice-president, H. W. Richardson; secretary-treasurer, S. C. Calvin, all of this city.

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The Angrove Foundry, of Kingston, has received the contract for the castings for fifty box cars for the Rathbun Company, of Deseronto, who have secured the contract to supply the above number of cars for the Intercolonial Railway. This makes 250 box cars that the Rathbun Company have been called upon to supply for the I.C.R. Co.

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One of the front plate glass windows in John Corbett's hardware store had a narrow shave from being smashed to atoms on Monday afternoon, when a delivery horse attached to a sleigh ran away down Princess street, colliding with the corner of the building and smashing the sleigh, luckily, no damage was done to Mr. Corbett's store.

* * *

Trade in general has brightened up considerably the past week. The farmers are again able to reach the city and are coming to the city each market day in goodly numbers, owing to the severe storms we had recently a great many of them were snow-bound for some time and unable to reach the city, which interfered greatly with the country trade. This, together with the fine weather at present and the approach of spring, has marked a great improvement in business generally. The chief amount of trade done during the past month was in sporting goods, such as skates, hockey sticks and snowshoes, There was also quite a demand for snow shovels for a time. The merchants are, however, expecting a much brighter outlook in the near future, as things have been very quiet now for some time.

HAMILTON.

Hamilton, Feb. 19.—The stove manufacturers here are endeavoring to have the molders consent to a reduction in their wages. They contend that the rate of wages among this class of workmen here is much higher than in other cities which puts them at a disadvantage with the manufacturers in those places. A conference was held a few days ago between representatives of the union and the manufacturers, and a formal request made that they consent to reduction of wages and a return to the figures of 1904, which are about 17 per cent. lower. The molders are considering the proposition, and will give a definite answer near the end of the

week. Orders are commencing to come in now, but they are mostly for lines of stoves which the manufacturers claim at the present rate of wages there is little profit on. As many of the molders are without work, the stove manufacturers consider that it would be better for them to agree to work at a reduction than to be idle.

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In conversation with your correspondent, a member of one of the leading stove manufacturing firms said with reference to the above matter: "The wages paid in 1907, as compared with 1904, represents an actual increase of 20 per cent., including the increases granted the molders, mounters, polishers, etc., while the actual increase in the selling price of stoves varies from 1 to 8½ per cent., according to the revised price lists and catalogues. It is evident that stove prices based on manufacturers' cost, are far too low, and this is undoubtedly responsible for some stove makers going into liquidation. It is also evident that either a reduction has to be made in the price of labor or stoves will necessarily have to be advanced. Continuing, the person in question referred to the number of small stove manufacturers who had gone to the wall within a very short space of time, and said that this was mostly attributable to the fact that they had been trying to keep down prices while their pay lists were increasing. There was no doubt that the financial depression in the United States had a very serious influence on the conditions, but while the manufacturers were being hard hit for payments the farmers and a few other classes who were not being affected by the pinch were taking advantage of the situation to get out of paying their debts.

It is thought that the result of the negotiations for a reduction in the wages of the molders will materially effect conditions of a like nature in every city of importance in the country. It is thought that the union men will see the fairness of the proposition, in so much that when times were good they got good wages, and that when conditions have been reversed they should not expect the manufacturer to treat them the same. If such is the case it is a foregone conclusion that the unions in a spirit of fairness will undertake to submit to a decrease in the wages in other cities, and, therefore, cause a change all along the line. The result of the negotiations will doubtless be watched with interest by the trade all over the country, but it is not expected that there will be anything definite in the matter before next week.

* * *

There has been a slight picking up in the retail hardware trade during the past week. A period of mild, refreshing weather has prevailed, with the result that the constant fluctuation in business at this time of year has temporarily, at least, resulted for the better. One hardware dealer in discussing the financial and labor situation laid the blame for the conditions at the doors of the banking institutions of the country, which send their money across the line instead of keeping it here to develop home industries.

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The D. Moore Stove Company has made a change in its traveling staff whereby J. L. McMartin will represent the firm in Western Ontario, which was formerly covered by A. Denny. Mr. McMartin is well and favorably known to the hardware trade, and the company feels that its interests will receive careful attention at his hands.

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Stanley Mills, manager of the Stanley Mills hardware store, left this week with Mrs. Mills for a vacation in Florida.

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The annual meeting of the Dominion Power & Transmission Company was held on Monday. The president, Col. Gibson, referred to the success of the company, the radial railway enterprises, and, in particular, the erection of the terminal station. He said it would likely cost about $2,000,000 to tunnel into Toronto, one of the schemes in contemplation. The net profits for the year were $3,000,000. All of last year's officers were re-elected.

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The Moresby Island Lumber Company, owning large limits on two of the large islands of the Queen Charlotte group, will be perhaps the first to erect a large sawmill in the north. This week the party of directors of the company, who were up to have a look at the property, returned, and it was announced that construction was to begin on a $400,000 sawmill on Moresby Island, to be completed by next fall. Members of the company also hold options on coal and oil lands, so that if the article proves to be in the ground there will be something doing. Some of the most prominent of the party were, President Earling, of the Chicago, Milwaukee & St. Paul; Stanley Field and Potter Palmer, of Chicago; A. Uhrland, vice-president of the Central Trust Company of Illinois; H. R. Williams, president of the Washington State section of the Chicago, Milwaukee & St. Paul; H. H. Field, attorney, Seattle; J. Q. Adams, capitalist, Chicago; S. C. Slosson and F. A. Blackwell, capitalists, Spokane; Thos. D. Merrill, lumberman, Duluth; R. D. Miller, banker, Spokane; Senator Hobson, of Montana; J. E. Corlett, Decatur, Ill., and T. S. Ives, of La Crosse, Wis., president of the Moresby Island Lumber Company.

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At Grand Forks, in the Boundary district, there are also extensive operations proposed; eastern companies to erect mills. The Kettle Valley railway will be continued to provide the transportation necessary for the success of the enterprises.

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In the lead mining districts of British Columbia, prospects are very encouraging, in view of the present activity. Around Slocan Lake, a number of properties are being worked. At Ainsworth the Maestro is shipping, and on the opposite side of the lake, the Blue Bell is employing nearly 100 men. The St. Eugene is a steady producer on a large scale, and the North Star and Sullivan are constantly in operation. At Marysville several properties are being opened up. North of this, along the upper valley of the Columbia, many propositions more or less developed are awaiting the construction of the long-promised Kootenay Central Railway.

GUELPH.

Guelph, Feb. 19.—Wm. Sunley is showing a nicely-fixed window of granite and tinware.

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The installation of heating in the new armory building has been completed. The plastering and other work will now be proceeded with at once, and it is expected that it will be finished in the spring.

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The local shareholders of the National Portland Cement Co. have received cheques for the annual dividend.

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The plans of the provincial architect for the extension of the Winter Fair are for a building to cost at least $35,000, of which the Government will grant $25,000.

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L. Walker, superintendent of the Raymond Mfg. Co., who has been at the hospital for some time, has recovered sufficiently to be removed to his home.

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H. Penfold and wife were in Toronto on Friday.

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The separator shop of the Raymond Mfg. Co., defeated the stone shop at hockey by six goals to one.

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The tenders for the lighting and wiring of the city hall, and for the metallic ceiling for the same, have been awarded by the markets and public buildings committee. The contract for the lighting and wiring was awarded to Stevenson & Malcolm, and that for the metallic ceilings to H. Occomore & Co. The firms will commence work immediately.

* * *

The "Old Home Week" for the residents of Guelph, which will be held in August next, promises to be a big success. The local merchants expect that a large amount of trade will result from the influx of visitors. A number of former employes of local hardware stores have promised to be in the city for that week.

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The bachelors won the return game of hockey from the married men of the J. B. Armstrong Mfg. Co. by a score of one to nil.

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The Guelph Axle Works on Friday shipped a carload of springs to Australia. The shipment was made via G. T.R., and the car contained twenty-five tons of springs.

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The factory of the Page-Hersey Iron & Tube Co. has closed down for a week or two, while some repairs are being made.

LONDON.

London, Feb. 18.—Jobbers report a distinct improvement in business since last week. Retailers are busy getting in their stocks and preparing for a brisk spring trade.

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Interviews with representatives of the leading manufacturing concerns furnish strong evidence of the prevailing feeling of optimism as to the business outlook. The directors of all the industrial establishments seen had but one story to tell, and that one optimistic. At McClary's it was learned that the feeling throughout the country is decidedly hopeful. Trade is picking up and orders are coming in briskly. As yet collections are somewhat slow, but by spring we will forget there has been such a thing as financial depression. Geo. White & Sons admit that the depression hit their customers, but things are shaping for spring better than expected. The outlook is considered hopeful. Ald. Geo. W. Armstrong, of the London Brass Works, says that although that concern has been practically closed down for two months, it is now running at full blast. Orders are coming in rapidly, collections are good and trade looks better than it has for three months back. A representative of the International Harvester Company said: "We have yet to meet any great evidence of depression so far as our company is concerned. Collections have kept up, and the farmers throughout Western Ontario, our special territory, apparently are not troubled about money matters. Business is as good to-day as it was a year ago, and we have good cause for optimism."

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At a meeting of the Manufacturers' Committee a communication was read from a firm being organized in Canada to manufacture glass. The management wants to know what inducements London is prepared to offer the concern to locate here. The firm expects to have a pay roll of $1,175 weekly. The City Clerk was instructed to write the firm and report at next meeting. It was decided to grant the National Light Company free water for a period of two years.

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It is understood that the Grand Trunk intend to extend their yard still further east in the spring, to meet the growing demands of business.

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The belief is growing that London offers a splendid field of operation for a firm desirous of engaging in the manufacture of structural iron and steel. The general impression, locally, is that the work on the big Smallman & Ingram building is being done by an American concern, whereas the fact is that the contract was let to a St. Thomas firm, who saw the opportunity and believed they were equal to the job, as they are proving. Said a well-known local contractor. "It is altogether likely that in most buildings of importance to be erected here in future steel will take an important part, and the man who has the facilities will be the man who will be successful in competition with American firms. Mark my words, a structural steel factory has got to come, for the opening is here."

CHATHAM.

Chatham, Feb. 18.—The retail hardware trade is rather quiet just now, though not more so than had been generally anticipated. Work is keeping up very well, tinsmiths and plumbers being quite busy. Prospects are very good for the coming season, however, and the future looks bright.

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An important change has taken place in the management of the C. W. & L. E. electric railway, in the appointment of D. A. Gordon, M.P. for Wallaceburg, to the post of general manager, rendered vacant by the resignation of Geo. J. Fielder. The change goes into effect on March 1, and it is understood that Mr. Gordon, though a busy man, will give the office his personal attention. Mr. Gordon is manager of the Wallaceburg Sugar Company and one of the big men of Western Ontario.

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The city assessors state that they expect to place an increase of $100,000 on the city's assessment rolls this year, judging by the increases in the wards already assessed.

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The firm of Lendon Bros., hardware merchants, of Leamington, has been dissolved by mutual consent, Mr. Chas. Lendon retiring. The business will be continued at the present stand by Mr. Harry Lendon.

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The Wallaceburg Brass Factory, which recently shut down for a short time, has resumed operations.

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J. E. Guild, the Highgate hardwareman, is having a metallic ceiling and walls installed in the second part of his store, John Murray having the contract for the work.

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G. D. Dobbyn has sold his Foster St. property in Wheatley to Enoch Watson and intends, it is understood, purchasing a new hardware stock and returning to active business life.

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W. S. Marshall and Frank Mount, of the Canadian Gas Power and Launches Co., Limited, of this city, were in Toronto on business last week.

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W. C. Crawford's Big Store at Tilbury has inaugurated a strenuous campaign for business, covering the month of February. The campaign takes the form of a prize contest sale and will continue till Feb. 29, the prizes ranging from a grand piano downward. Each cash purchaser spending $1 at the store receives a numbered coupon. Duplicate coupons are kept, and the holders of the lucky numbers drawn from these at the end of the sale receive the prizes. Customers who have accounts but settle them before the end of the contest are entitled to one coupon for every three dollars paid. The contest is being liberally advertised in the local papers within range of Tilbury. The circular literature sent out contains a comprehensive list of articles which can be purchased for $1 which should prove an aid in securing business.

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The hardware firm of Drew & McCallum, of Chatham, which has been in existence for some years past, has been dissolved by mutual consent. The business will be continued by Mr. A. McCallum at the present stand. Mr. W. P. Drew has not as yet announced his intentions for the future.

INGERSOLL.

Ingersoll, Feb. 17.—More than the usual building activity is looked for this spring. Last fall preparations were commenced for a number of new buildings, among them some fine dwellings, and the hardwaremen and the plumbers are looking forward to a brisk spring trade. Despite the severity of the weather during the past couple of weeks, there was no serious interruption of business. The plumbers in particular were busily engaged attending to frozen pipes, while in hardware lines there was a keen demand for all seasonable articles.

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At the re-organization meeting of the Ingersoll Board of Trade, J. A. Coulter, president and manager of the John Morrow Screw, Limited, was elected first vice-president. Mr. Coulter has lent very valuable assistance during the past few years in connection with the upbuilding of the town, and being connected with two of Ingersoll's leading industries, he is truly a man of influence. The feeling is widespread that much important work can be accomplished by the Board of Trade during the year, and the indications generally were never so encouraging. Every effort will be made to secure at least one new industry, but with the hearty cooperation of the business men, as a whole, even better results are anticipated.

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It is indeed gratifying to make the assertion without fear of contradiction that times have been good here during the past few months, notwithstanding the money stringency which has so seriously affected labor elsewhere. In the course of his remarks at the meeting of the Board of Trade, J. A. Coulter stated that he believed that there was less poverty and fewer men idle in Ingersoll than in any other place of similar size in the Province. He gave it as his opinion that not over fifty men were out of employment here at the present time, while in many places hundreds were out of work. In view of these facts it is thought that the spring trade in all lines will be the equal of, if not ahead of, the average.

GODERICH.

Goderich, Feb. 16.—"How many changes do you suppose there have been in the hardware business in Goderich during the past fifteen years?"

"Oh, about nine or ten, I suppose," was the off-hand reply. A hardwareman had done some close figuring and produced the following list of individuals and firms who have hung out their shingle in that period. There are just thirty-one on the list. Here it is:

James Yates, C. C. Crabb, J. Ralph, G. N. Davis, Saunders & McIntosh, Harper & Worsell, McIntosh & Harper, R. W. McKenzie, McKenzie & Howell, McIntosh & Lee, Lee & Harper, Lee & Shephard, C. C. Lee, R Wilkinson, A. B. Davison, N. D. Rougyie, J. B. Hawkins, E. P. Paulin, the Howell Hardware Co., G. Allan, Allan & McIvor, Filsinger & Robinson, J. H. Worsell, H. C. Filsinger, C. J. Harper, W. R. Pinder, J. Nicholson, Worsell & Son, Allan & Co., Cattle Bros.

West of the Great Lakes

Fine Window Displays at Saskatoon—Edmonton Plans Extensive Industrial Strides—New Industries in British Columbia.

SASKATOON.

Saskatoon, Feb. 15.—Some snow and winter weather has made good sleighing once again and created a slight demand for seasonable goods, which up until now were slow in moving.

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Hardwaremen are paying not a little attention to window trimming these days, and this week two displays are worthy of mention. A spacious window in the store of James Clinkskiff is divided into two parts. In the left half a number of washing machines, wringers, tubs, and other kitchen necessities, indicating that spring is near and that these articles will soon be required in the household. On the right, in the background, is a steel range, while in front is a collection of enameled cooking utensils and nickel plated ware. The whole is a well arranged exhibition and is a fair representation of what is kept in a hardware store.

* * *

A splendid display of heaters is to be seen in the Second avenue window of the departmental store of J. F. Cairns. In all there are about a dozen heaters shown of various sizes from the small ones up to the large base burners. In the evening the double heaters are lit by means of electric globes, which gives them an attractive and comfortable appearance from the street. The heaters are not crowded plenty of space being left between each and the window is of the proper height to display goods to advantage.

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Both the displays mentioned are in departmental stores. The windows are not only spacious but are of a suitable height from the street, from which they are intended to be seen. There is only one fault to be found with these departmental store displays, and that is that they are not left in long enough. Many people are only able to visit the business part of the town about once a week, and surely a week is not too long for a well trimmed window to be left in.

* * *

The hardware department of J. F. Cairns' store is now in charge of E. Biglow, who reports that business is good for the season of the year. Mr. Biglow informed your correspondent that some alterations would take place on the premises at once and that the hardware department would be extended considerably. Only a few months ago the space occupied by the department was doubled, but it has been found necessary to still further expand in order to show a full line of goods.

* * *

The tinshops are practically at a standstill and are likely to remain so for a couple of months. In plumbing and heating too only a few small jobs are engaging the attention of the plumbers.

* * *

This week a tall smoke stack is being placed on the Saskatton Milling and Elevator Company's premises. One is also being erected on the C.N.R. roundhouse.

* * *

In a recent issue of Hardware and Metal your Chatham correspondent brought up the subject of house numbering. This is a matter which could be dealt with to advantage by most towns in the west. The numbering of houses would save a great deal of time to merchants and drivers in the delivery of goods and should be seen to when a city has attained a certain population. Just recently it was proposed to get up a directory of this city, but such an undertaking would be of very little use unless the streets were previously numbered.

EDMONTON.

Edmonton, Alta., Feb. 10.—The hardware business in Edmonton is very satisfactory at the present time, according to the reports of the hardware merchants in Edmonton, interviewed by the representative of Hardware and Metal during the past week. Trade is probably not so good as last year, but considering the conditions prevailing throughout the country it is satisfactory. With the opening of the spring a great deal of work that was of necessity stopped during the winter will be resumed, and the direct result of this will be to stimulate trade and increase business generally. Collections are good and there have been very few hardware failures in the West.

At the Supreme Court this week Edward Morgan was tried before Mr. Justice Harvey on the charge of arson and of attempting to defraud the British American Insurance Co. out of the insurance on his store and stock. Morgan was a hardware merchant at Mannville, a small town on the C.N.R., near Edmonton. According to the charge, he removed a large quantity of goods from the store, secreting them in his boarding house. He then set fire to his store and put in his claim for the full amount of the insurance. The case was watched with a great deal of interest by the residents of Mannville and by others who knew the circumstances of the case and the accused. After a lengthy trial he was acquitted by the judge on both charges.

* * *

A. G. Harrison, secretary of the Board of Trade, received a letter recently from Mr. Birch, secretary of the Fire Underwriters' Association, of Winnipeg, to the effect that a reduction would be made in the fire insurance rates in Edmonton. The Board of Trade has been fighting for this for several months and the news is very welcome to Edmonton business men. The reduction will mean a saving of $22,000 a year in premiums to business men in the city. The increase has been brought about by the passing of a by-law defining the fire limits and prohibiting the erection of any buildings within this area that are not of certain dimensions and that are not constructed of stone or brick. A new and up to date fire fighting apparatus has also been installed and two new fire halls opened, so that the city is well protected from fires. It is probable that the Board of Trade will demand a further reduction in the rates in the near future, when the new auxiliary fire engine is installed, as this will greatly increase the efficiency of the fire protection in the city.

* * *

Some quiet but effective work has been done during the last few months regarding the matter of industries by the Edmonton Board of Trade. The first step taken was to ascertain, not what the good points that Edmonton had were, but in what way it was at all handicapped from becoming an industrial centre. First, there appeared the question of the high price of sites; second, the question of the price of fuel; third, the question of taxation; fourth, the question of sufficient skilled labor at a fair wage; fifth, the question of freight rates; and, sixth, the manner in which the advantages that Edmonton has to offer to manufacturing concerns should be made known to the world at large.

* * *

While the city offers to the users of a large amount of power, rates that are as low as the lowest, still the users of a small amount of power feel that they are entitled to a lower rate. This matter, no doubt, will be dealt with in due

course, and, in fact, steps are being taken by the Board of Trade to call together all the local manufacturers to discuss this matter.

"It is, however, all very well for us as citizens of Edmonton," said Secretary Harrison, of the Board of Trade, "to know that we have or will have these advantages, but steps must be taken in order that the manufacturer, the kind whom we think will succeed here, shall be posted in regard thereto. General literature which has been a credit to the city, and of value, has been distributed from year to year in large quantities, but when trying to reach a manufacturing concern it is obvious that statistics, showing the rapid growth of the city, its clearing house returns, its custom house returns, its financial condition, the amount of wholesale business done, and many other similar matters are required. Statistics of this kind are being tabulated, and bulletins show the growth of such industries as the coal industry, the brick industry, the lumber industry, the concrete industry, and the flour milling industries are being issued to members of the Board of Trade and will be embodied in next year's literature for the use of the general public."

* * *

R. F. Miller, a popular business man of Edmonton, has gone to Calgary, where he has entered into partnership with his father in the hardware and heating lines.

* * *

The demand for high-class stoves, both in Edmonton and in all parts of the West, is steadily increasing. People are beginning to realize that it is good policy to purchase good stoves, even although they cost more money at first. One noteworthy feature about the stoves being sold now, said a hardware merchant, is the fact that more stoves of a plain and sensible ornamentation are being purchased in preference to the more elaborate ones. Less nickle is used in ornamenting the stoves, and the effect is more in keeping with the use of cook stoves.

VANCOUVER.

Vancouver, B.C., Feb. 14.—Hardwaremen report an improvement in business, which is a good feature. This is in a general way, and, while it can be noted, it is difficult to particularize. Although money may not be as free as a year ago there is an opening up in mining and even in lumbering, which indicates a good trade. Building, too, is good in all the coast cities, with several bridge constructions in prospect.

* * *

The matter of the agreement with the Grand Trunk Pacific came up in the Legislature this week, and from the statement of the Premier, it is probable that a definite announcement will be made shortly. The matter will be laid before the eastern heads of the company and when their decision is given, details will be made public. The point of this is that the adjustment of the differences between the company and the British Columbia Administration will be followed by activity at Prince Rupert and in the north, which will mean much for the hardware trade, as construction of various kinds will be the order of the day. Not much has been done at Prince Rupert up to the present, but all is in readiness for rapid progress. Coupled with the building up of the new city will be the construction of the line from Prince Rupert. East. The opening of new districts will come as a natural consequence, and as mining propositions have been advanced to the point of waiting for railway transportation facilities, the progress should be marked. One thing to be noted, is that Americans are largely interested in the north, and sawmill and mining machinery orders are liable to go to firms on the other side, unless Canadians get in early after the business.



W. H. GINDER,

President and Managing Director, The Ontario Lantern and Lamp Co., Hamilton, Ont.

LANTERN COMPANY HAVE GOOD YEAR.

The annual meeting of the shareholders and directors of the Ontario Lantern & Lamp Company, Limited, Hamilton, Ontario, was held on Tuesday at the head office in Hamilton. This firm during the past year have added one-third floor space to their entire manufacturing plant, which shows a wonderful increase not only for their brass and tinware departments, but also their incandescent lamp department for the manufacture of Shelby and Brilliant Electric Lamps, which are known to the trade throughout Canada.

The following officers were elected for the ensuing year:

W. H. Ginder—President and Managing Director.

F. W. Gates—Vice-President.

J. T. Connor—Secretary.

Mr. Ginder, president and managing director, is still a young man, and his success is due to his thorough knowledge of both the practical and sales end of the lantern business. He came to the Ontario Lantern Co. four years ago from Waterbury, Conn., where he was interested in the same line of business.

Mr. Connor, secretary, has been with the firm for 13 years, and was located in Montreal up until about two years ago, when he was transferred to the head office in Hamilton.

A new catalogue is now on the press which will show that the company have added a large number of new lines. This catalogue will be ready for mailing within a month.

DUTIES ON WIRE ROPE.

From our special Ottawa correspondent.

Ottawa, Feb. 19.—The Canadian Board of Customs had an open sitting for two days this week, at which several matters of importance were argued. Chief amongst these was the question as to what constitutes well drilling machinery not made in Canada. Item 469 of the tariff states that "Well-drilling machinery and apparatus of a class or kind not made in Canada, for drilling for water, natural gas and oil, and for prospecting for minerals, not to include motive power," shall enter free of duty, no matter what the country of origin may be. Messrs. D. A. Coste, C. E., of Niagara Falls, and J. Kelly, of Victoria, B.C., contended that wire rope or cable for well-drilling purposes is not made in Canada. Mr. Coste is connected with the Provincial Natural Gas & Fuel Company, of Welland, while Mr. Kelly has successfully carried out boring operations for oil in the Province of Alberta. These gentlemen also held that manilla rope, as required for well-drilling purposes, was not made in the Dominion, in the requisite lengths, namely, from 1,500 to 3,500 feet long.

With reference to their former contention these gentlemen had to admit eventually that the wire cable rope, such as they require, is made in Canada. The evidence upon this point, as submitted by the representatives of a number of firms, was indisputable, and therefore, it will not be a matter of surprise if the Customs Board decides not to place wire rope for well-drilling on the free list. With regard to the manilla rope of the great lengths insisted upon, the question is surrounded with more difficulty, and possibly the board will give a liberal interpretation on this subject.

Another moot question which was presented to the board had reference to the tools required for well-drilling machinery. Messrs. Armstrong and Pardee, M. P.'s, contended that all the required tools were made in Canada, and this was met with the objection that they were not made in sufficient quantities that supplies could be obtained upon short order when wanted. The decision of the board on all these questions will be announced next week.

Somebody has said the telegraph is the nervous system of civilization, and the salesmen are the operators. We want more shocks in our factory—we will risk our nerves.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Wire Goods.

M. S. Sutton, Andover, N.B., asks for the names of different firms in Canada making wire goods such as wire baskets suitable for making display stands, shown on page 220 in "The American Hardware Store."

Answer.—Partridge & Sons, Kingston, Ont., and the Canada Wire Goods Manufacturing Company, Hamilton, Ont. —Editor.

Electros of Cuts.

R. F. Johnstone & Co., Acton, Ont., write: "Where can we secure electros of articles sold in hardware stores?"

Answer.—The Iron Age, 14-16 Park Place, New York, and the National Hardware Bulletin, Argos, Indiana, carry stock electros for illustrating ads. The Toronto Engraving Co., and the Grip Engraving Co., Toronto, make the cuts, but do not carry made-up stocks. —Editor.

Advertising Novelties.

J. H. Worsell & Son, Goderich, ask for the name of some firm making advertising novelties such as yard sticks, etc.?

Answer.—Cranston Novelty Co., Stair Building, Bay street, Toronto, and the Advertising Novelty Co., 295 King St. west, Toronto.—Editor.

Moving Buildings.

Stillman Bros., Keene, Ont., write:—"Inform us through your letter box the name of a firm who make or are agents for rollers suitable for moving buildings."

Ans.—Any planing mill can turn out rollers adapted to your needs. R. Laidlaw & Co., St. Lawrence avenue, Toronto, have turned out rollers for Toronto concerns.—Editor.

Thermometers.

B. F. Bray, Foam Lake, Sask., writes: "Let me know the address of firms who could supply thermometers of a better class than those generally handled by the hardware trade."

Answer.—The following firms manufacture high-grade thermometers: Negretta & Zamber, Hatton Garden, London, Eng.; R. Horn & Co., New York, and Taylor Bros., Rochester.—Editor.

PARTNERSHIP DISSOLVED.

The partnership constituting the Canadian Sewer Pipe Co. has been dissolved. The Canadian Sewer Pipe Company was formed a few years ago, and consisted of the Standard Drain Pipe Co., St. Johns, Que., and New Glasgow, N.S., the Hamilton & Toronto Sewer Pipe Co., Hamilton and the Ontario Sewer Pipe Co., Toronto. Each branch will now carry on its own business independently.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Hustling agents to sell Weldarine, the only compound that will weld cast-iron, making the joints stronger than the original metal; tremendous demand. Will sell to responsible parties the rights for Ontario and Quebec. Weldarine Agency Company, D.S. Morgan Building, Buffalo, N.Y.

AGENT wanted to push an advertised line of Welsh tinplates; write at first to "B.B.," care HARDWARE AND METAL, 88 Fleet St., E.C., London, Eng. [tf]

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

AGENCY WANTED.

WANTED ONTARIO AGENCY for stoves, hardware specialties, refrigerators, metal beds, etc., manager of a large manufacturing establishment is opening an office and sample room with storage facilities in Toronto, March 1st; has large experience, thoroughly acquainted with the trade, two traveling salesmen, and out for business. Will be pleased to interview or correspond with any firms open to be represented in above lines in Toronto and Ontario on commission. Address S. & Co., HARDWARE AND METAL, Toronto. (9)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—By experienced hardwareman, position in first-class retail hardware store or in wholesale house. Good Winnipeg references. Box 2, HARDWARE AND METAL, Winnipeg. (10)

A1 TINNER wants situation as traveling salesman for A1 line of stoves and furnaces; no other need apply. Thos. Hamilton, Brinston, Ont. [8]

MARRIED MAN, 16 years experience in Stoves, Tinware, Enamelled-ware, Hot Air Furnaces, practical Tinsmith, wants position with reliable firm, retail or wholesale. Good references. Box 697, HARDWARE & METAL, Toronto. (8)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

FOR SALE—Set of tinsmith tools complete, great bargain for cash. For particulars write Box 132, Vankleek Hill, Ont. (7)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Experienced Invoice Clerk for Wholesale Hardware. Must be quick and accurate at figures. One who has had experience in this line preferred. English. State references and salary expected. P.O. Box 2345, Montreal. (8)

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. (10)

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

WANTED by April 1st practical man who can superintend the erection of steel water works stand pipes and push the work along with dispatch. Must be experienced man, sober and reliable and be able to furnish recommendations from reliable firm he has worked for. Apply Box 695, HARDWARE AND METAL, Toronto. (10)

BUSINESS CHANCES

PARTNER WANTED—To take half interest in a good new hardware and harness store; location, Saskatchewan; would like one with some experience as harness-maker, and invest about $2,000 in money; will give full particulars on application. Box 694, HARDWARE AND METAL, Toronto. (9)

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, stove and tin business in one of the best manufacturing towns in Ontario; stock nine thousand; clearing two thousand yearly. Principals only dealt with. Address Box 693, HARDWARE AND METAL, Toronto. (8)

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

FOR SALE—A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (8)

FOR SALE OR RENT—Well-established hardware, tinsmithing, roofing and furnace heating stand without stock in a small town situated in a rich farming community in Eastern Ontario, five minutes walk from G.T.R. station acytelene gas and hot air heating plants, also good dwelling in connection. For particulars apply to D. Courville, Vankleek Hill, Ont. (7)

HARDWARE and tinware in good growing village. Stock about forty-five hundred. Turnover ten to twelve thousand, easily increased. No opposition. Building for sale or rent. Death of owner. Principals only dealt with. Box 696, HARDWARE AND METAL, Toronto. (9)

Business for Sale

AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

McLENNAN, McFEELY & CO.
Limited
VANCOUVER, B.C.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Feb. 21, Room 511, Union Bank Bldg, Winnipeg, Man.

A marked improvement in general business is reported by the trade, wholesale and retail. Prospects for spring business are bright.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process, 50 and 10 p.c. Add 15c per box. Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21.00 per dozen; 7¾ to 8¾, $23.00 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 22c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14¾c. British manila, 11¾c.

Building Paper—Anchor, plain, 60c; tarred 62½c; Victoria plain 67½c; tarred 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 24c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 65c; Calgary, 77c; Lethbridge, 77c; Edmonton, 78c; boiled oil, 3c per gallon advance on these prices.

SPRAMOTORS IN DEMAND.

The Spramotor Co., of London, Ont., has made most rapid advancement during the last ten years, commencing in a small way, making only hand sprayers. They have each year added to their line until now they claim to be the largest manufacturers of their line in the British Empire. From a small trade occupying three months of each year, it has been expanded by remarkable energy, until its products are sent into nearly all the countries of the world. The latest orders coming from far away India, where in contest by the India Tea Association, the Spramotor proved 50 per cent. more effective and economical than others of the best foreign manufacture.

Six years since the trade in the United States demanded attention and the company started a branch at Buffalo, N.Y., which bids fair to outstrip the home factory at London, where, notwithstanding the general shrinkage of business lately, has been advancing every month. The company now makes machines for spraying fruit trees, vineyards, potatoes, and weed destruction, ranging in size from the smallest hand machine to the largest gasoline and horsepower outfits. W. H. Heard, the manager, has in the last ten years perfected twenty distinct patented improvements, all of which are marketed under the trade name "Spramotor."

When duty and diligence is a delight to a salesman, his success is assured, no matter what hardships he must face.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens'
HOUSE PAINT

is our attainment—it is right because

IT covers wears looks **WELL**

It is always in stock!

You would have no difficulty in proving this, by ordering at once any of the numerous shades. It is a paint that has become a favorite with hundreds of retailers, because it has always pleased their customers.

G. F. Stephens & Co. Limited
PAINT MAKERS
WINNIPEG and CALGARY



Colonial Side-wall Registers

Have handsome open pattern convex face, allowing ample space as an outlet for the warm air.

The valve is in one piece, offers no obstruction in register box and acts as a deflector.

The lever can be operated by the foot as well as by the hand; thus avoiding the necessity of stooping.

Made in four sizes.

Finished in Black Japan, Nickel-plated or Oxidized.

Pease Foundry Co., Ltd.,
TORONTO

Pease-Waldon Co., Ltd.,
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

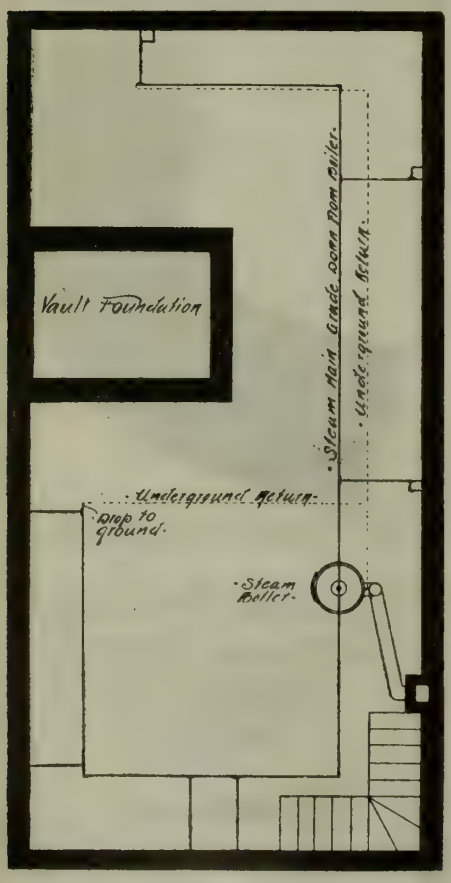
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

Practical Talks on Warm Air Heating

The Fifteenth of a Series of Articles by E. H. Roberts.

As there are limitations to the practicability of furnace heating, so there are to hot water heating as well. Theoretically, hot water heat can be adapted to almost any building and there are central hot water plants that satisfactorily supply heat to scores of houses, but in large, high buildings the pressure of the water is often so great as to make it impossible to prevent the boiler and pipes from leaking. It is also a difficult matter to secure anything like an even temperature of the water through long mains and a complex system of radiators without keeping the water under a high pressure.

Water boils at a temperature of 212 degrees Fahrenheit and, therefore, the water in an open tank hot water system must necessarily be carried at a somewhat lower temperature. Ordinarily 180 degrees is considered the most satisfactory maximum and this is the temperature on which most rules for estimating water radiation are based.



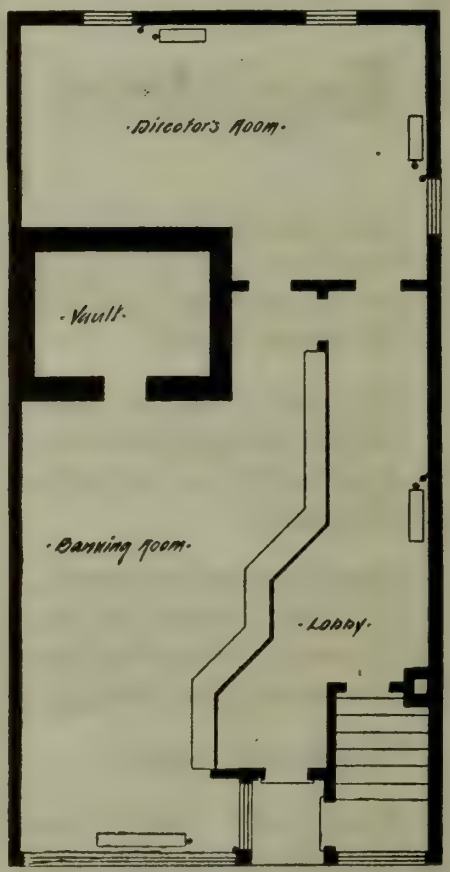
Basement Plan.

Steam, on the other hand, does not form until the water in the boiler has reached the boiling point, and being so much hotter than the water in a hot water system, steam radiation is much more efficient than hot water radiation.

Advantages of Steam.

The advantages of steam may be briefly summed up as follows; First, it circulates much more rapidly than hot water and can be adapted for all classes of buildings from the largest to the smallest—second, it requires less piping, less radiation, less labor for installation and is, therefore, cheaper than hot water heat.

But, although steam is so universally



First Floor Plan.

possible and considerably cheaper than hot water, it does not necessarily follow that it is the ideal heat for all buildings. There are buildings which can be heated better and more economically with warm air than with any other system, in some hot water is the preferable and logical heat and then there are a very large class of buildings in which it is better to use steam.

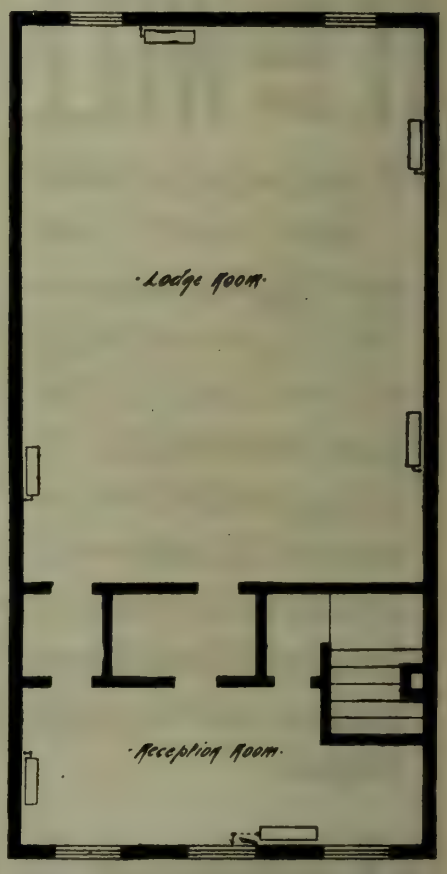
Take this bank building as an example. The first floor will be used continually with the exception of Sundays and holidays, but the second floor is to be used as a lodge room and no heat is required there more than perhaps two or three times in a week, and then only during the evening.

Hot Water Not Satisfactory Here.

It seems clear that hot water would not be satisfactory here, for, on account of the by-passes in the hot water radiator valves, so arranged to avoid danger from freezing, the upper part of the building would be moderately heated just as long as the heating plant was in operation. Steam, however, can be closed off from any radiator or the entire second floor without danger, and moreover, the lodge room and reception room can be heated, whenever heat is wanted, in less than one-fourth the time with steam that would be required to accomplish this result with hot water.

The Basement Plan.

Now, referring to the accompanying basement plan, you will notice that the boiler is located quite near the chimney.



Second Floor Plan.

for with steam particularly a strong fire is necessary in order to raise steam quickly. The boiler shown is of the round type and has a single steam outlet directly at the top.

Unlike hot water, steam mains should

be graded down from the boiler so that the condensation will travel with the steam instead of against it. The old practice was to grade steam pipes from the boiler and this usually resulted in much pounding and hammering caused by the water working back against the steam.

Danger of Pounding Reduced.

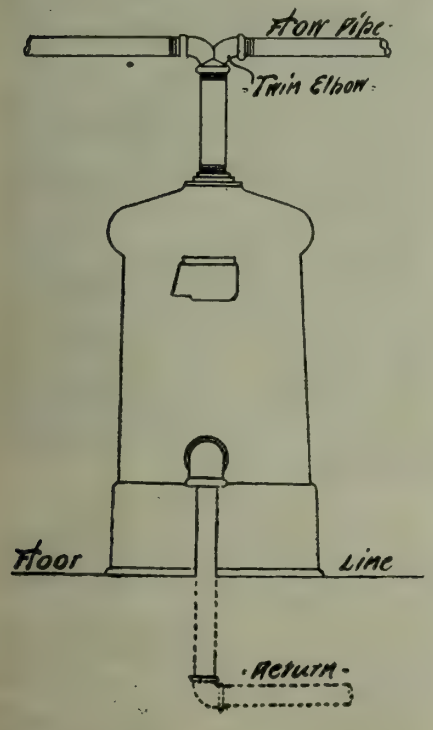
Of course, in a one-pipe steam job such as we are studying, it is necessary to grade the branches up from the mains in order to draw the condensation back, but the danger of pounding as a result of friction between the steam and returning water may be greatly reduced, if not entirely eliminated, by making the horizontal arms of one size larger pipe than the connecting riser.

For example, if the radiator for which the branch is made requires a 1¼ inch pipe, it would be proper to use a 1½ inch horizontal branch in basement. It is also advisable to make these horizontal branches as short as possible. Some fitters do not advocate branches longer than five feet, except, perhaps, near boiler, where the amount of condensation will be very small.

Usually a steam plant is laid out with two mains running in opposite directions around the building, as two comparatively short steam mains are preferable to one long one unless several returns or bleeders, as they are called, are used to separate the water from the steam.

The Steam Plant Here Shown.

The steam plant shown here has two mains and at the extreme end of each the pipe drops to the floor and runs



underground, as indicated by dotted lines, to connect with the return opening at the back of the boiler. These returns should be considerably smaller than the steam mains as the volume of

Fly Time is Coming—Be Sure to Order Plenty of *S-W. Screen Enamel.*

Don't underestimate the demand for this popular specialty. When Spring comes people want to brighten up old screens that are rusty and dingy and make them look like new.

At the proper time have a little Screen Enamel Campaign—display the goods prominently in the front part of your store—trim your windows—talk the goods at every opportunity—advertise them well. The amount of business you can secure in this way will surprise you—and some of the customers you start will continue to buy from you.

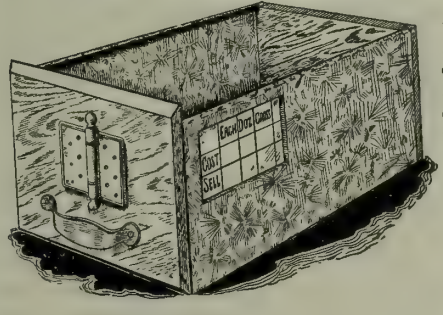
Made in two colors, Black and Green. Put up in convenient sized packages, ready for use.

Every dealer ought to have a stock of Sherwin-Williams Screen Enamel. Write us for prices and full particulars.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

316

Some Goods Sell Themselves



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers ; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

Write for Price List and Full Description.

SOLE MANUFACTURERS :

Cameron & Campbell, - Toronto, Ontario

condensed steam is small as compared with steam in its original state.

It is not necessary to run the returns under ground, but if they are below the water line of the boiler there is less danger of the water from the boiler being forced out, either through the steam outlet or the return opening.

Space does not permit us to explain every detail of work for installing a steam plant of this kind, but enough has been said to enable anyone of a mechanical turn of mind to grasp the essential principles.

PLAINER STOVES.

The trimmings and decorations on stoves of the better class, especially on high grade ranges, is running to extremely plain designs this season among some of the country's leading stove manufacturers' makes.

The nickel is not being eliminated by any means ; but it is not used to excess, and that used is of rather a plain character.

The reason for this is due largely to the fact that so many poor, cheaply gotten up stoves have been placed on the market during the past few years, which to make them sell, have been literally covered with nickel or fancy design, that elaborate decorations are beginning to make the product look cheap ; and the makers of the better class of stoves are striving to get away from this cheapening appearance.

What is true of stoves in this regard is true of many things in the house-furnishing line just now. The general tendency of the people with refined tastes is to get away from the gaudy and flashy, which has been so much used to disguise really cheap goods ; so that the very plain and substantial is having the call.

The plainly designed stoves will, without question, meet with the hearty approbation of the housewife, not only from the point of general appearance, but also because it will be so much more easily kept clean.

CULTIVATE THE BUILDER.

Hardware dealers who have determined to get some furnace business this year, should keep in close touch with the local builders and contractors, as well as with the lumber dealers.

The time to begin to sell the furnace or other heating plant is when a party is starting to build.

Not only is it important to interest the prospect at this early stage of the game in order to ultimately make the sale ; but it is more important that, in the building, provisions be made for the installation of the plant.

If a furnace is to be installed, the chimney should be built larger and started at the bottom of the cellar, with this end in view. The hot air ducts for the upstairs apartments can be much better and more economically placed when building than afterwards.

Possibly, too, the arrangement of rooms and partitions could profitably receive consideration to some extent if the heating plant were in mind.

Usually, too, contractors, builders and lumber dealers are cognizant of the advantages of the modern heating plant, and by keeping in friendly touch with them, their influence will be used to your good on the heating question.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Recent Inventions.

F. A. Delph, New Orleans, has invented and received a patent on an attachment for the fireplace or grate frame. The improvement consists of a supplemental frame, to which the plate having the heating pipe or flues attached is hinged in such a manner that the whole can easily swing to any desired position.

W. H. Callihan, Beaumont, Tex., has invented an improved heater of the kind which consume crude oil or other hydro-carbon oil as fuel and its object is to insure complete combustion and to produce a uniform heat at a minimum expenditure of liquid fuel and to prevent the escape of obnoxious gases and soot into a room where the heater is in use.

Industrial Development.

The Canadian Steel Rolling Mills Company will erect a foundry at Campbellford, Ont., to cost $60,000.

A writ for $51,300 was taken out at Toronto this week against The Northern Iron & Steel Co., Collingwood. The action is being taken by H. K. Wood, New York. As a result the company will probably be compelled to foreclose.

Large deposits of iron ore of the hemalite variety have been discovered near Port Arthur during the week. Assays show the deposits to be from 50 to 67 per cent. iron. The new discoveries are extensive and are near the line of the G.T.P.

Prospects are exceedingly bright for the opening of Blairton iron mines in the spring. Very good ore has been met with so far. A diamond drill has been placed in operation now, and it will soon be found out what the mine really does contain.

A big lime plant is to be established on Tyendenaga Reserve, near Shannonville this year. The plant, which will cost about $25,000, is to have a capacity of 1,000 bushels of lime a day. The company have secured 200 acres of land from the Mohawk Council.

The modern plant of the Canadian Billings & Spencer, Limited, of Welland, Ont., which has been in course of erection since May, 1907, is now in full running order. This is practically the first drop forging plant in Canada, and it is welcomed by all users of drop forgings, which are used for intricate parts of machinery where strength and durability are very essential. They will also manufacture machine wrenches, lathe dogs, machinists' tools, locomotive forgings, railroad supplies, etc. This firm located in Welland, where they could procure cheap electric power and natural gas, the latter being used entirely for fuel. With these natural advantages they are in a position to compete with any drop forging plant on the continent.

Building Notes.

H. Hutton, Toronto, will erect brick houses to the value of $12,000.

Wickson & Gregg, Toronto, will erect a two-storey brick factory at a cost of $16,000 this spring.

Hugh Springer, Vancouver, is forming a company to build an apartment house at a cost of $250,000.

Alterations to the Sterling Bank, Toronto, have been started. The cost will be $4,000.

The National Finance Co., Limited, Vancouver, will erect a new three-storey office block at that city. Building operations will start March 1.

The congregation of the Lutheran Church, Stratford, have decided to build a new edifice this year. The site has been purchased and tenders will be called this month.

It has been decided to erect an auditorium on the front of the College Street Methodist Church, Toronto. The estimated cost is about $20,000. The Westmoreland Avenue Church, Toronto, recently destroyed by fire, will be rebuilt at a cost of between thirty-five and forty-five thousand dollars.

Companies Incorporated.

The Watson Carriage Company, Limited, has been incorporated to deal in and manufacture carriages. The company's charter also provides for the carrying on of a lumber business and a blacksmith shop. The capital stock is $60,000. The provisional directors are, R. E. Watson, J. T. Mexley and R. G. Code, all of Ottawa.

The Queen City Construction Co., Limited, has received a charter to build all kinds of edifices by contract and to deal in building materials. The new compafiy is capitalized at $50,000, and the head office is at Toronto. The provisional directors of the company named are, J. P. Holden, J. A. Jackson and J. E. Denise, all of Toronto.

Samuel Trees & Co., Limited, is the name of a company recently incorporated, with head office at Toronto, for the manufacture of saddlery, saddlery hardware, harness, whips, horse blankets, etc. The capital stock of the company is $50,000, and the provisional directors are, Samuel Trees, J. D. Trees, Samuel Lee Trees, C. F. Trees and Jane F. Trees, all of Toronto.

Municipal Undertakings.

Another new water pipe will be purchased by Winnipeg, which will add about 2,500,000 gallons daily to the capacity of the service.

London will purchase a paving plant for use on the streets of that city. With a $500 equipment the city saved $3,500 on repairs to the roads last year.

Weyburn, Sask., is installing a municipal water supply system. A large supply of splendid water will be brought from an impounding reservoir to a standpipe in the town from where it will be distributed by gravity. Willis Chapman, of Toronto, is engineer.

INGOT

IN STOCK

ANTIMONY
COPPER
LEAD
ZINC
TIN

A. C. LESLIE & CO.
Limited
MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

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IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



A revolver that can be discharged in any other way than by pulling the trigger is a mechanical absurdity as well as a constant danger.

The things you can do to an Iver Johnson Safety Automatic Revolver without discharging it would keep you busy all day. The one thing you can't do to it is—fire it in any other way whatever than by pulling the trigger.

Handsome in appearance, made in many styles—like a rifle for accuracy—hard-hitting and speedy—but always safe to handle.

We advertise our revolver on a national scale. It is never sold by mail where a dealer will handle it. And we guarantee the goods. Be sure of the owl on the grip and our name on the barrel.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

The Painters' Favorite

Tiger



Brand

WHITE LEAD

"TIGER" WHITE LEAD is popular with the painters all over Canada by reason of its absolute purity, which enables them to get the best results from its use.

Made from strictly pure White Lead and pure Linseed Oil, containing no adulteration whatever.

Every package bears the yellow label of the White Lead Association of Canada, guaranteeing its purity.

Made by

The Montreal Rolling Mills Co.

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

The City of Winnipeg has purchased an entire section on the east side of the city for the benefit of industrial developments. Companies will be given free sites on certain building and operating conditions being filled. The section is easily accessible to the C.P.R.

TRAVELER CHANGES POSITION.

Emile Dansereau, for the past six years Montreal city and Eastern Townships representative of Warden King & Sons, Montreal, has accepted a position on the traveling staff of the Taylor-Forbes Company, and will hereafter sell Sovereign radiators and boilers in the cities and towns throughout Quebec Province.

Before joining the Warden King &



EMILE DANSEREAU, MONTREAL.

Taylor-Forbes Co.'s New Traveling Representative in Quebec Province.

Co.'s staff, Mr. Dansereau had been for some years book-keeper for Jos. Thibeault, one of Montreal's best known master plumbers, looking after the heating contracts and making up of estimates. He is, therefore, well equipped for his new position, having in addition a splendid connection with the French-Canadian trade throughout Quebec. Mr. Dansereau also speaks both English and French fluently.

A DURABLE WHITEWASH.

The following is the formula for a very durable whitewash for shop use. To ten parts of freshly slaked lime add one part of best hydraulic cement and mix well with salt water. This whitewash produces a clear white that does not easily rub or wash off.

Character is easily read by the shrewd merchant as well as by the clever salesman.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

A Fine Calendar.

The Taylor-Forbes Company, Guelph, have presented their customers and friends with a calendar showing a number of "Sovereign" boilers manufactured by them. The calendar will be mailed on request by mentioning this paper.

An Attractive Calendar.

The Intercolonial Railway has issued an attractive calendar for 1908. In addition to the company's trade mark which is attractively displayed for each month a view is shown of special points of interest in Quebec and the provinces. The calendar is printed in colors and reflects credit on its publishers.

Novel Advertising Card.

The Canada Metal Company, Toronto, are supplying customers with a "coon's" head, which is a good sample of "novelty" advertising. In its normal shape the features bear the appearance of a southern negro, but by pressing the jaws he appears to talk, his words being printed on his month and lips. Send for samples.

Saw Show Card.

Spear & Jackson, Sheffield, England, makers of saws, etc., have presented their friends and customers with a colored show card which contains the company's trade mark consisting of a work brench and saw containing the company's guarantee. If your jobbers cannot supply you the above firm will send their handsome show card free by mentioning this paper.

Kitchen Utensils.

An attractive catalogue has recently been received from the Potter Mfg. Co., Geneva, Ohio, describing the kitchen utensils, garden tools, building outfits, etc., manufactured by this firm. The book is carefully compiled and well illustrated with engravings of the company's various lines. Many useful hints are embodied in the publication which will be mailed free to the trade by mentioning this paper.

On Electric Wiring.

Electric wiring and fitting for plumbers and gasfitters is the title of a recent addition to our technical library. The book was compiled by Sydney F. Walker and in simple language makes many technical points clear which will be found of interest to members of the above trades and any others interested in electrical works. The author deals with his subject from the standpoint of a practical man and the book is addressed to plumbers and gasfitters, who in the opinion of the author, will replace the electrician in the near future in work done in the wiring of new buildings. The book will be found of interest and should prove a help to all interested in the subject of electricity and all its branches. The price of the book is 5s. 6d. When writing address The Technical Book Department, MacLean Publishing Co., Toronto.

A Pointer on Cement.

The Hanover Portland Cement Co., Hanover, Ont., have presented the trade with a striking hanger. A barrel and a number of sacks of cement are displayed on top of them appearing a perfect cut of a "pointer" at attention. The background of the hanger is sky blue and the title "A Pointer on Cement" cannot fail to attract attention. The hanger will be sent on request by mentioning this paper.

New Carpet Sweeper.

The Shirreff Manufacturing Co., Brockville, have installed a complete molding equipment and will in future do all their own molding. They have now ready for the trade their newly patented carpet sweeper and are willing to send descriptions on application. The Shirreff Company report business excellent with orders in hand to keep their factory running for several months.

Wire Goods.

The Wire Goods Company, Worcester, Mass., have issued a new and attractive catalogue describing the products of their factory and explaining their trade motto, which reads, "Everything in Wire." The new catalogue contains 240 pages and is well compiled. Many engravings and etchings appear, showing the company's goods and descriptions of the various lines are arranged below the cuts. The new catalogue will be sent on request to dealers on mentioning this paper.

Ramsay's Paint Book.

A. Ramsay & Son Company, paint makers, Montreal, have recently issued their annual spring catalogue. A feature of the catalogue is the reproduction of the cans in which their paint is sold. These illustrations are all done in color and the proper uses for each variety are explained. At the back of the book a large range of painters' supplies, brushes, easels, fancy lines, etc., are described with illustrations. This season's catalogue is especially attractive and will be sent to the trade on request by mentioning this paper.

Booklet on Ventilation.

"Ventilation" is the title of an attractive booklet describing the Patent Cane Rotary Ventilator, manufactured by G. D. Pearson & Co., Montreal. The book contains much information about their product and a number of cuts show the different sizes. Testimonials are also reproduced in the book and as they originate from well known Canadian firms who are using the Pearson system, they will be found of interest to the trade. The book will be mailed free on request by mentioning this paper.

A Paint Catechism

By G. B. Heckel.

Summary.

From the foregoing it will be seen that paint manufacture is a progressive industry, dependent for success upon the knowledge and skill at the command of the manufacturer. The constant addition of new pigments and other materials to the list of available products and the keen competition between manufacturers insures progress. Sixty or seventy years ago there was but one white pigment generally available as a paint base. This was the carbonate of lead. The fact that its use precluded the use of many beautiful tinting colors, its well recognized sanitary conveniences and its deficient durability, led not only to improvements in its handling and application, but also to its very general extension with inert pigments and to a diligent search for other white bases. This research has given us oxide of zinc, sublimed white lead, zinc-lead, white and lithopone—all white pigments of great importance to the paint-consuming public. The field of paint production has thus been vastly extended, and the manufacturer has it within his power to vary his paint base as the conditions of use and the chemical nature of his tinting colors require.

The history of oxide of zinc in this connection is familiar. Since the middle of the last century its consumption has grown from nothing to something like 70,000 tons annually in the U.S. alone. The history of sublimed lead is another less familiar instance. The important and rapidly growing use of this pigment as one of the raw materials depended upon by the paint manufacturer for prepared paint is an excellent illustration of the advantages to the public at large resulting from the development of the paint industry, for the reason that sublimed white lead would probably not be in use to-day at all as a pigment, if its use had depended upon its being able to replace corroded lead in hand mixing while, on the other hand, the paint manufacturer has been able to give the public the very real values and advantages of this pigment in the can of paint.

White lead—that is the ordinary hydro-carbonate—owing to the long-continued use of the term to describe all kinds of white paints in paste form, has acquired an undue importance in the popular mind. While an extremely useful and valuable pigment, it is only one of the many, and in a large proportion of the dark shades commonly used neither it nor any of the other white bases (excepting the inert pigments) has any place whatever. Furthermore, as has been shown, it is absolutely misplaced and injurious in many of the popular tints produced from chemical colors—the greens, blues, yellows, pinks, lavenders, salmons, delicate grays, etc., to cite only a few examples. In these cases and many others the tint

Have You Got It?

There is full IMPERIAL MEASURE in every tin of ELASTILITE VARNISH we send out, and there is overflowing measure of good results to the merchant who sells it. It always pleases your customers, whether used on inside or outside work, and brings them back, not to grumble, but for more Varnish, and more of something else you sell.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Telegraphic Addresses: "COLOURS," Matlock Bath; "STEADY," Manchester

The Via Gellia Colour Company

MATLOCK BATH, (Derbyshire)

Manufactories—High Tor Works, Matlock Bath; Via Gellia Works, Cromford; Barytes Works, Bonsall; ENGLAND.

Cronebane Ochre Works and Mines, Wicklow, IRELAND.

Raisers and Levigators of Mineral Colours, Natural Yellow Ochres, Turkey Reds, Venetian Reds, Red Oxides, Purple Browns, Turkey and English Umbers, Superfine Ivory and Drop Blacks, Natural Lump Rottenstone (Brown and White).

REPRESENTATIVE

WM. O. GREENWAY, - 13 St. John St., Montreal

SUNLIGHT GOLD PAINT

Patented 1906.

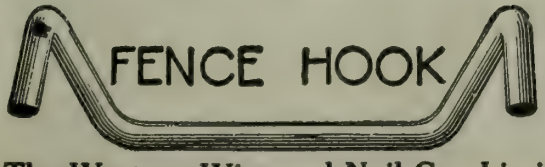
BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

can be safely produced only with zinc oxide, sublimed white lead, zinc-lead or some similarly inactive white base. Even when white lead can be safely used, either by itself or in combination with the "limited palette" recommended by lead manufacturers, expert testimony strongly inclines to the opinion that its value for painting requirements is considerably enhanced by the addition of other white pigments and inert materials.

In the present state of our knowledge it is absolutely impossible to assert with authority that any given formula is "the best.' We can say, however, that many formulas in common use are excellent and that it is surprising that from so great a variety we should obtain results so nearly identical. As before stated, the "best paint" is that which produces the most uniformly satisfactory results—for paint is bought to produce results, not to demonstrate technical theories.

In conclusion let us bodly and confidently asert that prepared paints are the sum of paint progress; that the hand of progress moves forward and not backward on the dial; and that the American people having once realized the economy, convenience and common sense of the sealed can with its completed product will not voluntarily return to the paint pot and paddle.

(The End.)

Paint and Oil Markets

MONTREAL.

Montreal, Feb. 11.—Trade improved somewhat last week, despite the continuance of the unfavorable weather. The advent of spring is beginning to assert itself, and the orders are coming in more freely. The volume, as yet, is not large, but is encouraging. There has been no change in prices, and the market situation is dull. Turpentine and ground white lead are showing firmness under a quiet demand.

Turpentine—This article continues dull with no change of prices in the primary markets. Stocks in the South are small, so that a renewal of business will probably send prices up. We quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Linseed Oil—The market is unchanged as regards prices, but the undertone is very firm. There is not much business doing, and shipments are still on the light side. We continue to quote: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Ground White Lead—This article is still a leading seller, and a steady trade has been done. The effect of this has been to impart a strengthening tone to the market, and although prices have not yet been advanced by manufacturers, the outlook seems to point that way. We continue to quote: Government Standard, $6.25; No. 1, $6.

Red Lead—This article continues firm, and is in somewhat better demand. We quote: Genuine red lead, in casks, $5.75; in 100-lb. kegs, $6; in less quantities at $6.75 per 100 lb.s No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

Dry White Zinc—Dry white zinc is without change. Supplies are still light but there is no strength to the demand. Prices are: V.M. Red Seal, 7½; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Prices are maintained, and although the demand is quiet, there is a firm tone to the market. We quote: Pure, 8½; No. 1, 7c; No. 2, 5¾c.

Varnishes—There is little to note with regard to varnishes. The demand may be a little heavier, but on the whole, the situation is dull.

Putty—The market is very quiet. The demand shows a little improvement but not enough to make grinders work at full time. We quote: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case), $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, Feb. 18.—Business has recovered from the inactivity caused by the weather conditions which tied up the railroads two weeks ago. Though orders for immediate use are still few and small, a good booking business has developed for future delivery. The conditions governing the elementary products of the market remain firm. Stocks in some centres are reported low and no change of note has occurred since last writing.

Turpentine—The market in the Southern States is unsettled and it is impossible to say for any time in advance what changes may take place. The demand having been for limited quantities only for some time seems to indicate that buyers are holding back for better prices. The supply on hand at southern points is gradually diminishing. We still quote single barrels, 75c; 2 to 4 barrels, 74c. Less than barrels, add 5c per gallon.

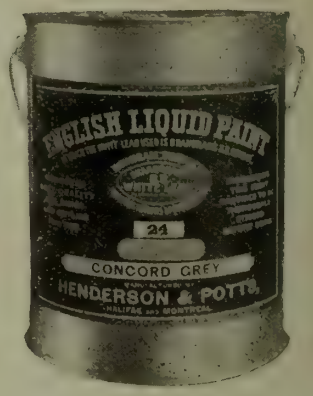
Linseed Oil—Linseed oil remains stationary, the English price indicating firmness. The demand up to the present is not quite equal to that of last year and the large jobbing houses have not placed many orders for future delivery but if the present prices are maintained in Great Britain when we get nearer to the spring trade and there is a demand for oil for actual use prices may likely advance. The supply on the local market at this time, while amply sufficient for immediate needs, is not sufficient for any demand. Prices for the week are unchanged. We quote: Single barrels, 60c; 2 to 3 barrels, 59c; 4 to 9 barrels, 58c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London,

Because

This



is the only White Lead used in these



Therefore

LIQUID HOUSE PAINTS
are far superior to other Mixed Paints

BRANDRAM-HENDERSON, LIMITED

Manufacturers

Montreal **Halifax**
St. John **Winnipeg**

Marshall-Wells Co., Winnipeg
Distributors for Western Canada

A LIBERAL REWARD

will be paid to any person furnishing information that will enable us to prosecute any infringement on

LUCAS

GENUINE IMPERIAL FRENCH GREEN

Not being able to make the goods, several persons have displayed a shrewdness in their operations which has kept them just outside the pale of the law, in attempting to place on their packages a label resembling the Lucas label. We will prosecute infringement.

John Lucas & Co.



Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.
EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

For the past twelve years we have spared neither time nor effort to make ours **The very best line of Brushes and Brooms** on the Canadian market. We believe we **have succeeded**, and the **Keystone Brand** on a Brush or Broom is now recognized as a guarantee of superiority.

Stevens-Hepner Company

Port Elgin, Ontario

Guelph and Montreal. Terms, net, 30 days.

White Lead—An increasing demand exists for this commodity and the prices are being firmly maintained. Stocks in the city are low at present and a change in prices does not seem probable for the near future. Booking for spring delivery has been started and orders coming in at present are satisfactory to local jobbers. We again quote : Genuine white lead, $6.25; No. 1, $6.

Red Lead—The demand is on the increase at present and a change is predicted in the near future. Some cutting has been indulged in during the week but to date prices generally have been maintained. We quote : Genuine, in 100-lb. kegs, $6; genuine, in 560-lb. casks, at $5.50; No. 1, $5.

Petroleum—An average demand exists at present and prices are unchanged. Pratt's astral, 17½c; water white, 15c, and prime white, 13½c.

Glass and Putty—The demand is rapidly picking up and spring booking for these goods has received an important start. Prices of putty remain : Bladders, $1.95 per 100 lbs., less than barrels, $2.10 per 100 lbs.

Shellac—Prices are steady and the demand is slack. Prices remain : Pure white, in 5-gallon lots, $2.25; pure orange, $2, and No. 1 orange, $1.90.

Varnish—The demand is slow but prices remain firm. Quotations are as follows : No. 1 furniture, in barrels, 65c; elastic oak in barrels, $1.25; light hard oak, in barrels, $1.05.

PAINTS IN PASTE FORM.

A new departure of the Paint Manufacturers' Association, which, if successful, will soon be adopted by Canadian manufacturers, is the preparation of what are known as base paints, or paints put up in the form of pastes for the use of master painters.

This method of handling paints is new, economical, and handy, and will probably do much to change the present custom of numbers of master painters, who mix all their own paints. The Paint, Oil and Drug Review says in a recent issue :

"Composite base paints will be put up full measure in convenient packages. They are designed expressly for the master painter and to insure economy and durability they must be prepared, to meet each condition, by a man with a practical knowledge of painting requirements.

"The Century Dictionary defines the word 'composite' : 'Made up of distinct parts or elements ; compounded ; especially, so combined as to manifest a diversity of origin or make-up.' 'Made of parts so combined as to lose their distinctive characters.'

"They are not what were heretofore known as paste or semi-paste paints, but are paints made by the expert for the expert—for the master—ready for his skilled manipulation and because they avoid the necessity of 'breaking up' are eminently suited to fulfil the largest proportion of his needs. Economical for him because they eliminate many of the expensive troubles to which his shop is heir and not antagonistic to his best interests because they demand the master's touch before they become finished products. The possibilities in the manipulation of composite base paints are practically unlimited."

To quote further :

"The use of dryers has been avoided in the production of composite base paints because these paints are for the exclusive use of the master painter; and because of the varied conditions which he must constantly meet in his work it has seemed best to put the question of dryer entirely up to him.

"The master will at once recognize the possible economies to be obtained by producing tints from colors and bases of such consistency.

"The manufacturer with his powerful machinery having done the 'breaking up,' it but remains for the master with his expert workman to produce by the simple process of intermixing that practically unlimited variety of shades and tints which must ever come within the province of his art.

"Practical tests have demonstrated that, contrary to all past experience, the colors and whites as now submitted, can be intermixed one with the other, in given proportions, to produce the desired standard tints and the same tints reproduced from time to time as required by observing the same proportions of the respective colors.

"It is not claimed on the part of this association that these tints can be so exactly reproduced that simply weighing or measuring out specified quantities of the various ingredients and mixing them together, will reproduce the exact tint desired ; but it is a fact that each tint can be duplicated so nearly that the master painter finds himself in exactly the position of the manufacturer, who reproduces certain colors of paint by using an exact formula, but who always finds himself forced to 'tone up' or 'let down' on account of weather or other local conditions which, however, are of but slight consequence and cause little or no inconvenience or waste.

"It will be readily recognized that this characteristic of composite base paints makes them immediately economical and valuable to the master."

CHANGE IN PACKING PAINTS.

The Sherwin-Williams Paint Co. announce a change in the manner of putting up paint in paste forms which will be of interest to the trade in Canada.

Heretofore all paste goods sold by the pound have been put up by this company in gross weight and the new schedule provides that all goods will hereafter be put up in net weight packages.

This step establishes a definite standard, regardless of shape, size or weight of package. It enables the consumer to know exactly how much material he is buying. This involves no actual increase in the cost of the goods to the consumer. The price in either case covers the contents of the package. The slightly increased cost of net-weight packages gives more material that can be used, not more tin can that must be thrown away.

It provides an accurate amount of material in various packages so that the master painter can make up any amount of material on a basis of the actual contents of a can. It prevents selling short-weight goods at reduced prices and taking advantage of large packages which deceive the purchaser as to the actual amount of the contents.

"VERONICA"

VERONICA COVERS WELL

The **VERONICA** is a soft rich green, of great covering power. It is very durable, and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of Wood and Metal Work. See that each package bears the name of **The Canada Paint Company, Limited.**

▪ ▪ ▪

VERONICA IS A TRADE MARK

The **VERONICA** Blind and Shutter Green is made only by **The Canada Paint Company, Limited,** of Montreal, Toronto and Winnipeg. The word **VERONICA** is copyrighted as a Trade Mark with the Department at Ottawa, Canada.

▪ ▪ ▪

VERONICA IS IN FOUR SHADES

The **VERONICA** Green is made in four shades, viz.:—Light, Middle, Deep and Extra Deep. Insist upon the **VERONICA,** as the undoubted superiority of this Green has led to imitations.

For Sale by All Hardware and Paint Dealers Who Desire to Increase Their Business.

Manufactured by

THE CANADA PAINT COMPANY LT'D

CONFIDENCE PAINTS



enable you to look every customer straight in the eye when he questions you about the quality. It enables you to talk with a freedom that gives you confidence, and imparts confidence. Is your paint trade what it ought to be?

RAMSAY'S PAINTS

will give you that confidence to talk to your customer. The whole reputation and standing of A. Ramsay & Son Company is behind every can of paint, with a full guarantee. When you talk Ramsay's Paints, you satisfy your customer, you get a good price for your trouble, you can increase your trade. Ramsay's cards and advertising systems are trade pullers.

Every hardware and paint man in Canada should have Ramsay's catalogue. Send for it.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

When You Order Paint

see that you get a paint with good "body." Don't sell your customers a paint which contains inferior ingredients. Order the pure paint, the paint which covers well and keeps up its good appearance. That is, order

NEW ERA PAINT

and you can rest assured that it will completely satisfy every requirement of your most particular customers.

Standard Paint and Varnish Works Co.
LIMITED
WINDSOR, - ONTARIO

WHITE LEAD BUYERS, ATTENTION

205 St. James Street

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Heyde
Accountant and Trustee, Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

HEADQUARTERS

FOR

Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Lower In Price— Higher In Quality

has been our ideal, and we have attained it. Instead of manufacturing an ordinary paint to sell at a high price, and spending a lot of money in persuading the public to buy it, we have spent the money in improving the paint and lowering the price. That's why it will pay you to stock up with

MOORE'S
Pure Linseed Oil H. C.
PAINT

Your profit is not only good on each sale, but the sales are bound to increase. The public will rapidly realize that they get better value by using this paint than any other at any price.

Benjamin Moore & Co.,
LIMITED
New Office and Works : TORONTO JUNCTION, CANADA
New York, Chicago, Cleveland, Carteret, N.J.

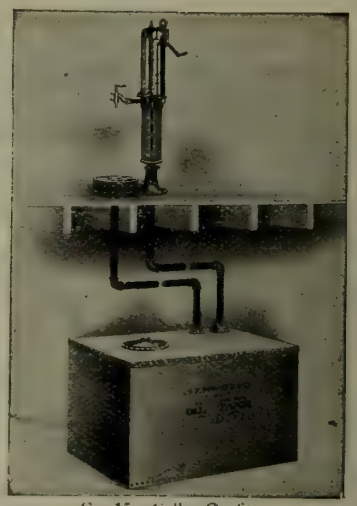
Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

No Dripping! No Gumming!

No trouble at all with Linseed or other heavy Oils when handled with the

BOWSER
SELF-MEASURING
OILTANK

The Bowser Tank and Pump are both absolutely air tight, and the anti-drip nozzle cuts off the flow of oil the instant the desired quantity is drawn.



Cut 15. Cellar Outfit.

The installation of a Bowser is money in your pocket. Catalog V. describes the many different styles.

S. F. BOWSER & CO., Ltd.
66-68 Fraser Ave., TORONTO

ALABASTINE

is the only Wall Coating which is extensively and persistently advertised to the general public and is what the people call for when they want anything in the line.

No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is *ALABASTINE THEY WANT.*

A well-selected stock of *ALABASTINE* is "as good as the wheat," for repeat sales are invariably the rule once the customer uses it.

Our publicity campaign for 1908 is sure to more than double the already large trade for *ALABASTINE.*

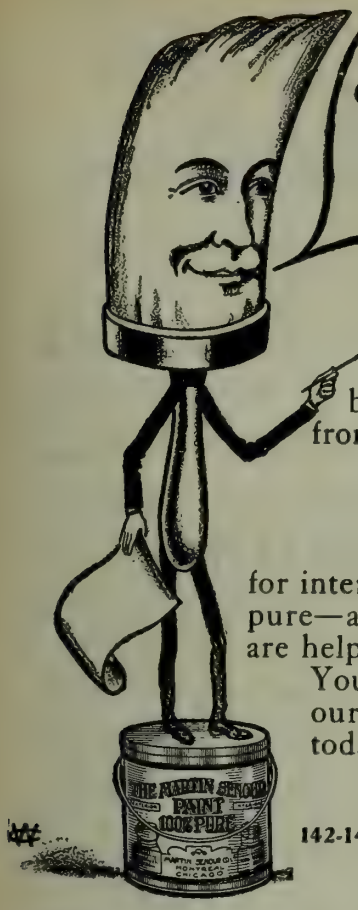
Our illustrated Catalogue, *"HOMES, HEALTHFUL AND BEAUTIFUL,"* handsome Counter Show Cards, Cloth Banners, Tint Cards and other literature, which we supply liberally with every shipment of *ALABASTINE* help the dealer to create new trade.

The new two-sheet Poster showing an enlargement of the illustration of the Dining Room in *"HOMES, HEALTHFUL AND BEAUTIFUL,"* which we propose posting in large numbers on all the Bill Boards in Canada during the Housecleaning Season will be a *"SURE WINNER."*

To any dealer who will promise to display and distribute this advertising matter, we will be pleased to send a complete outfit, free of charge, express prepaid, on receipt of request for same.

Get ready to supply the large and growing demand of *ALABASTINE* by ordering a full assortment either direct or through your nearest Jobber and *DO IT NOW.*

The Alabastine Co., Limited, - Paris, Ont.



Let Us Advertise Your Store

There is nothing like good advertising as a tonic for business. We are persistent and painstaking advertisers. As soon as a dealer begins to handle **Martin-Senour Paint,** we begin advertising in his behalf. We make it decidedly to his interest to handle our goods, both from a profit-making and trade-building point of view.

WE HAVE PLANS

for interesting, discriminating paint buyers in **Martin-Senour Paint**—100 percent pure—and at the same time influencing their trade in your favor. These plans are helping others, and there is no reason why we cannot do as well for you. Your name and address on a postal card will open the way for us to explain our methods and show you how we can be mutually helpful. Write to us today.

MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal — 2514-2522 Quarry St, and Archer Ave, Chicago

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint and Varnish Co., Ltd. Halifax, N. S.

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

IN THE SPRINGTIME

lots of people will get busy at roof repairing. The wise hardwareman is there with the right goods just when they're wanted. Be wise. Stock up with

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing, "Genasco" Ready Roofing

Might as well sit down now and write for prices.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 21, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb...	0 10½	0 11
Hallett'	0 10½	0 11

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch, ⅜ & ½c...	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	8 75
" " 2 "		9 10
" " 2½ " .. 10 50		12 00
" " 3 " .. 12 00		13 50
" " 3½ " .. 15 00		16 70
" " 4 " .. 19 25		20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 5 c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 00	14 50
Cut lengths, round, bars, ¼ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets		2 75
All bright "		3 75

Galvanized—	Dom. Crown.	Ordinary.
15x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 85
26 " "	4 10
28 " " (equal to 26 English)	4 55
10¼ oz. ..... " 28 "	4 85

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " .	24 50	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron ...	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron.....	30 00	32 00
Angles	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 50
Horseshoe iron "	2 25	2 50
Band iron, No. 10 gauge	2 10	2 30
Sleigh shoe steel	2 10	2 30
Iron finish machinery steel (domestic)	2 15	2 30
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 30
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 60	2 80
Mining cast steel....	0 07½	0 08
Warranted cast steel....	0 13½	0 14
Annealed cast steel....	0 14½	0 15
High speed	0 60	0 65
B.P.L. tool steel	0 10½	0 11

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 $31 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	6 75 7 00
" 14x60, " }	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge.....	8 00	
" " 26 "	8 50	

LEAD.

Imported Pig, per 100 lb.....	4 15	4 25
Bar, "	4 75	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 02½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 60 per cent.
Cushion work, discount 50 per cent.
Fuller work, 65 p. c.; basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 50 and 10 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, 45; Standard, 55 per cent.
Kerr standard globes, angles and cheeks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's .... "	2 25
No. 4½, " ..... "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 35
Square head brass cocks, 45; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 5 p.c
Steam Radiators—50 and 5 per cent.
Wall Radiators and Specials—50 and 5 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 30	⅛ inch.....	3 30
¼ "	2 30	¼ "	3 30
⅜ "	2 72	⅜ "	3 57
½ "	3 65	½ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 13	3 "	31 71
3½ "	30 40	3½ "	39 20
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ...	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.		0 40
2-lb. or over ..... "		0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

READY.

Paint and household, 70 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone or blue vitrol)		0 09
Litharge, ground		0 06
" flaked		0 06½
Green copperas (green vitrol).....		0 01
Sugar of lead.....		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 06
Chrome yellow "		0 15
Golden ochre "		0 10
French "		0 08
Marine black "		0 40
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS" SHEARS' and is just the thing long wanted by the dressmakers.
Manufacturered by our Secret Process. Write for Discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25¾

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
P. D Dods & Co's "Island City"	1 50
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 25 2 50
Fine orange	2 00 2 20
Medium orange, No. 1	1 90 2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls	0 17 0 21
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 71
Linseed Oil, " raw	0 57 0 60
" " boiled	0 60 0 63

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Tiger Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's C.P. lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 50
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85		8 50
86 to 90		10 50
91 to 95		12 00
96 to 100		14 00

Net—F.O.B. Toronto. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREPRICK.

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00
Chicago and Reliance Coil 25 per cent.	

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount p.c.	
Screw hook and hinge—	
under 12 in per 100 lb.	4 75
over 12 in "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Cheese hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith; McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.	
Winn's, Nos. 26 to 33 each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10 0 20
Canadian sledge per lb.	0 07 0 08
Canadian ball peen, per lb.	0 22 0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin.....per doz.	2 75	5 00
English, Patent Leather ....per doz.	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ¾-inch....per gross	....	9 00
" " ⅞ " .... "	....	10 00
" " 1 " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1½ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5 70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 35 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13¾
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 and 10 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, 40,10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b., Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d.....	4 00	3 40
3d.....	3 15	3 10
4 and 5d.....	2 90	2 80
6 and 7d	2 80	2 70
8 and 9d	2 65	2 55
10 and 12d	2 60	2 50
16 and 20d.....	2 55	2 45
30, 40, 50 and 60d (base)	2 50	2 40

F.o.b. Montreal.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood .....per doz.	3 25 4 00
" iron ..... "	4 25 5 00

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot. AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50



MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, discount 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 33 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz.		0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3 30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

6-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 0, safety "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000		7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 87. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3 15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 70

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross	7 80
" " "	9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 14
"British" Manilla	0 11
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09½
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 10

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and ov		

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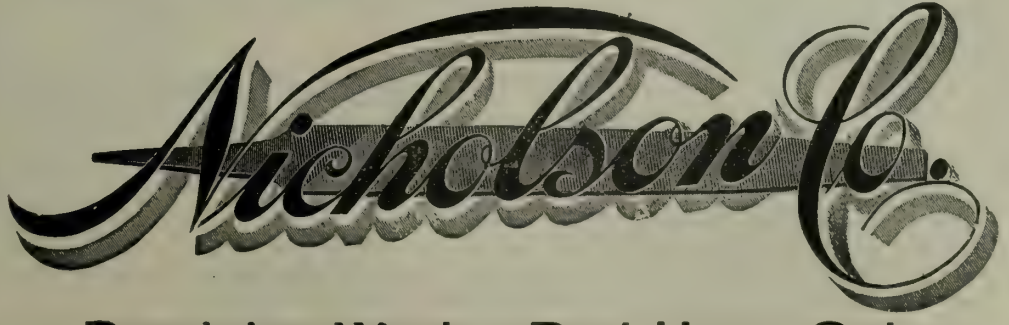
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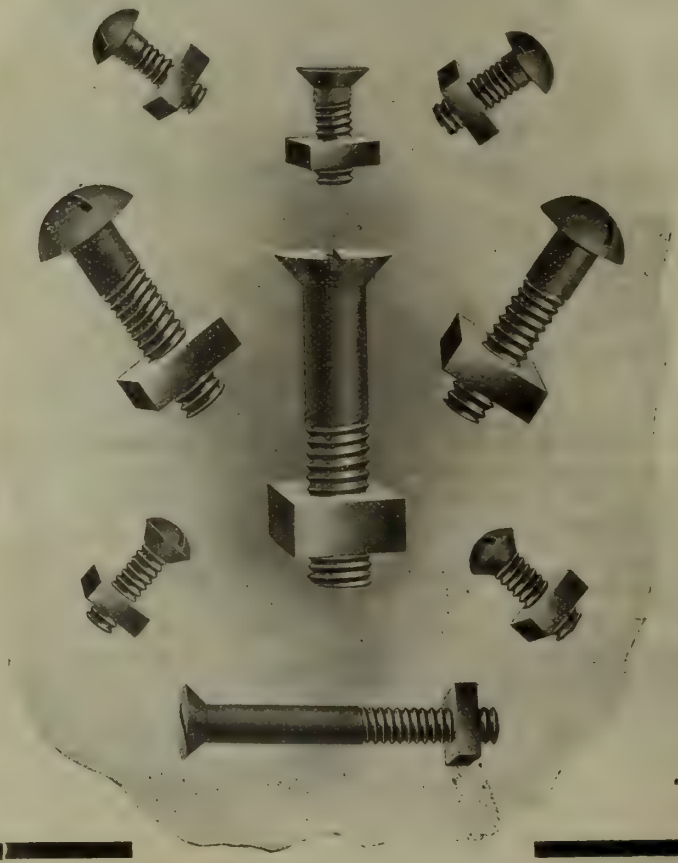
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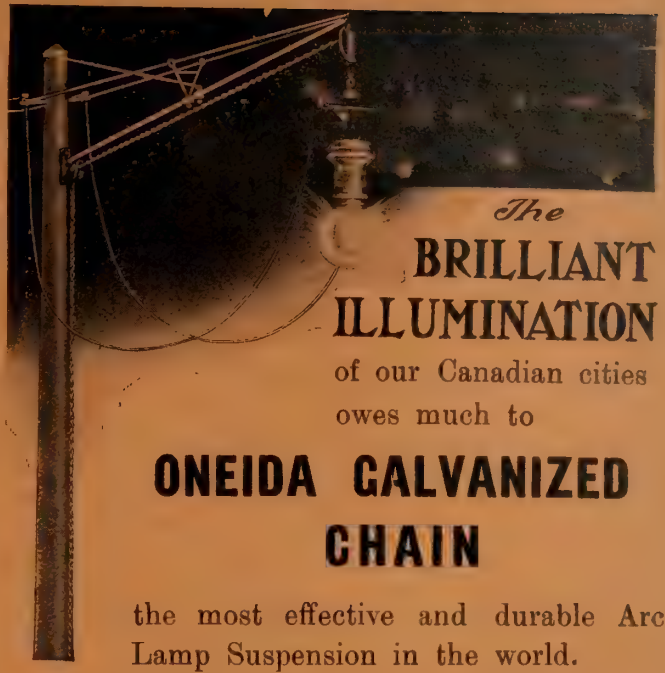
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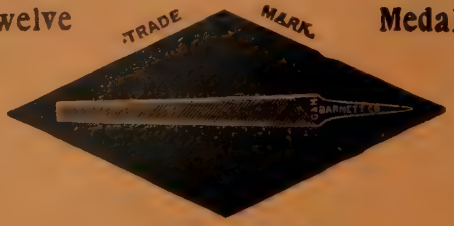
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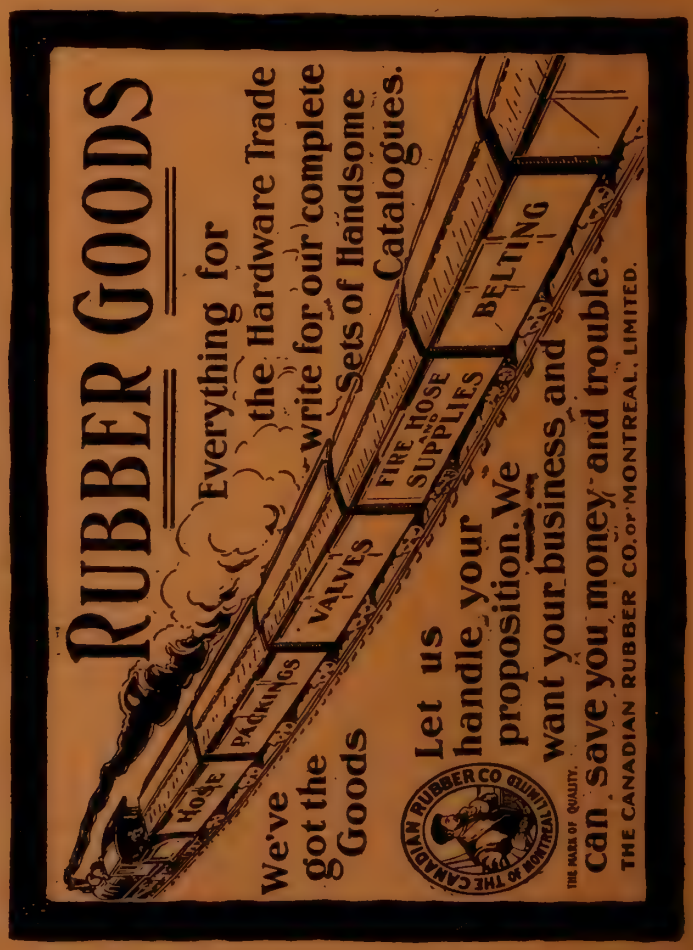
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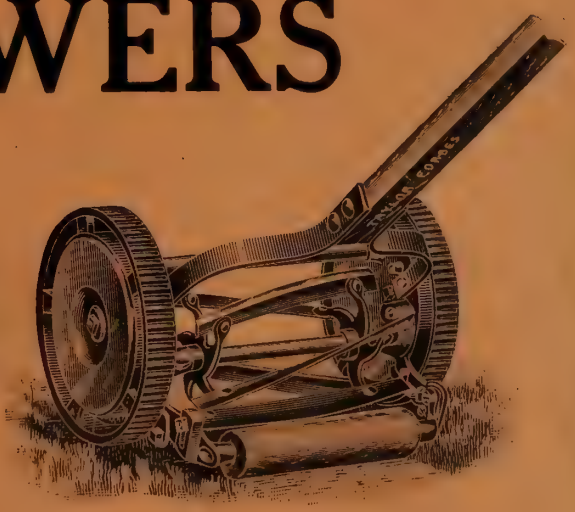
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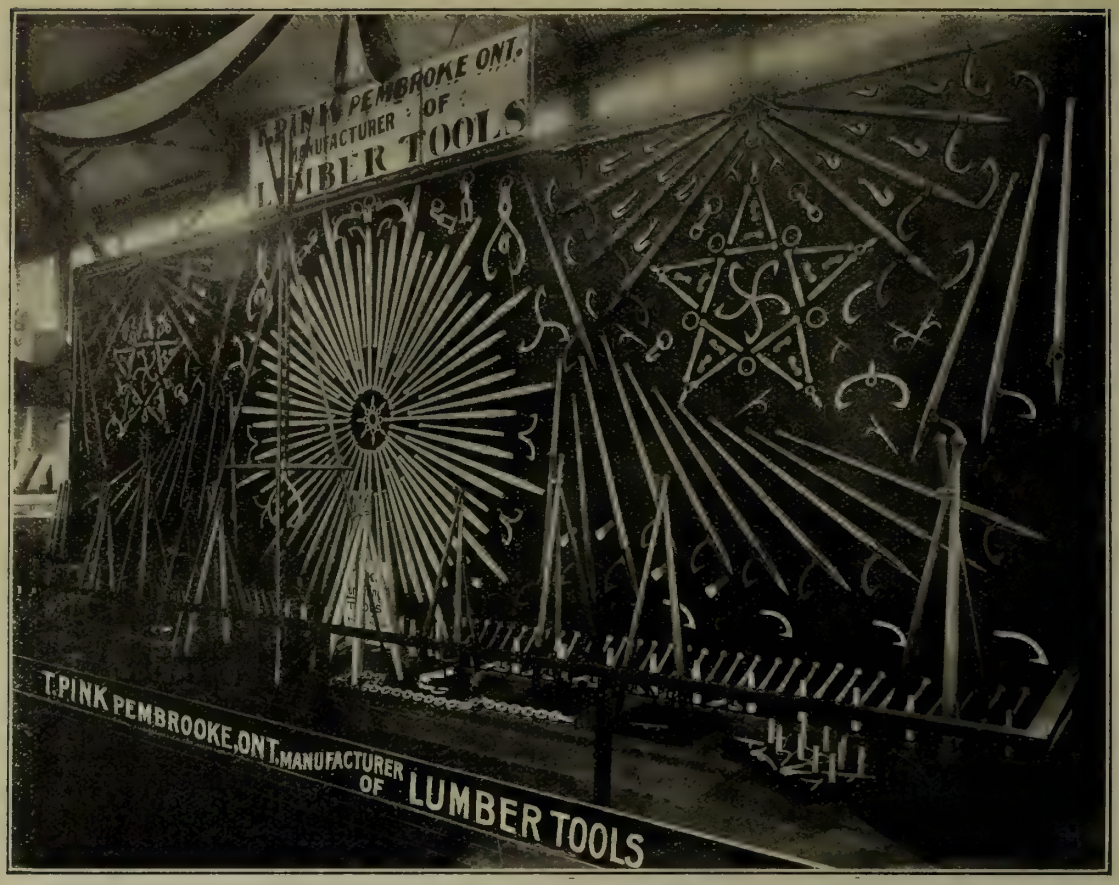
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THEY ARE	THEY EXCEL IN
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Easily Sold	Economy
Satisfactory in Use	Convenience
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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

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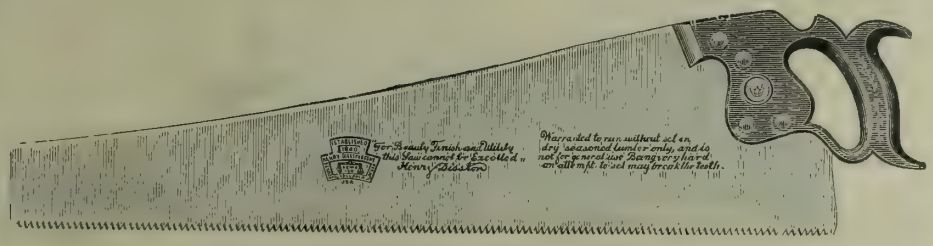
M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

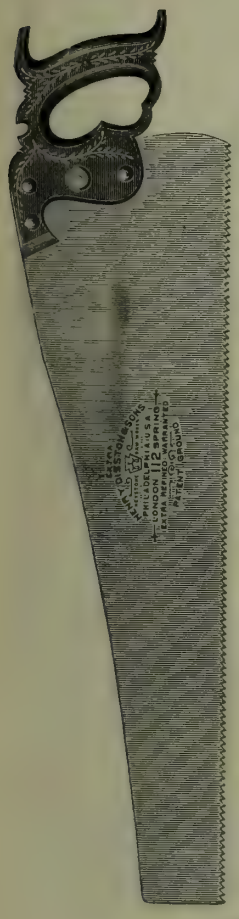
DISSTONS' SAWS

For the next few weeks watch this page weekly for pointers in Spring Buying.

SURE SAW SALES



No. 120 Skew Back Hand Saw—26-inch



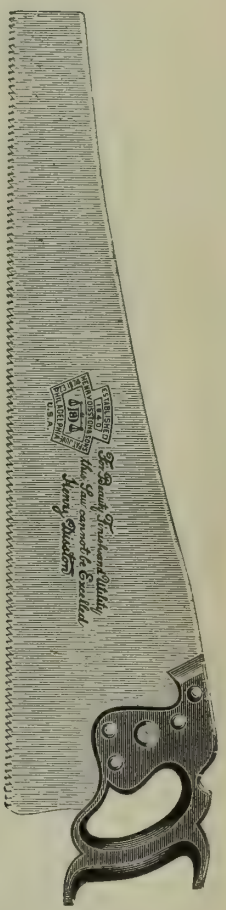
No. 12 Straight Back in Hand, Rip or Panel

You've Tried the Rest—
Now
Try the Best

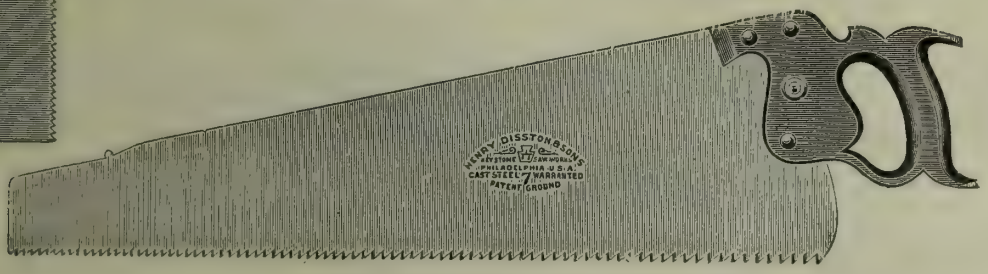
HENRY
"DISSTON"
& SONS'

Every tool stamped "DISSTON" is guaranteed perfect

Goods bearing ing the slightest defect in quality or finish are never stamped "DISSTON"

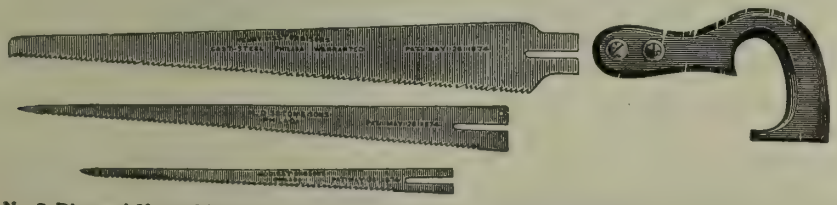


No. 8, Skew Back, Hand, Rip, or Panel



No. 7 Straight Back—in Hand, Rip or Panel

QUALITY SELLS



QUALITY TELLS

No. 3 Disstons' Nest of Saws: 10-in. Key-hole blade. 12-in. Compass blade, 16-in. Pruning blade

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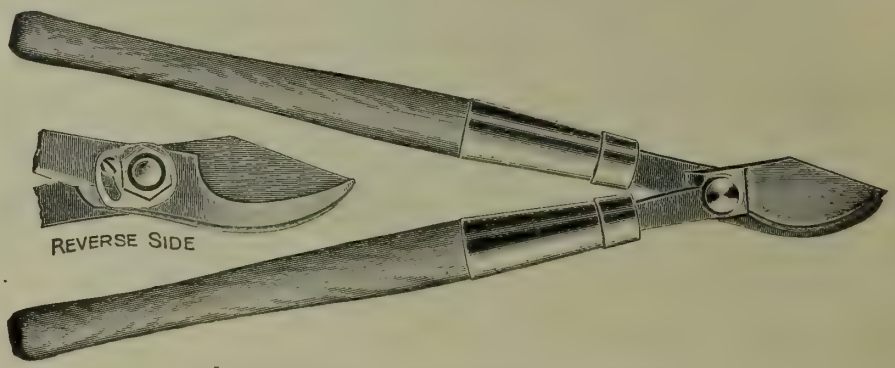
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PRUNING SAWS. Single and Double Edge



PRUNING SHEARS for Grape Vine and small bushes



"FRESNO" the best pruner

TREE PRUNERS Buckeye, Water's, Rockdale, Fresno all kept in stock



HEDGE SHEARS Plain or Notched Blades

GRAPE TWINE

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HAMILTON - ONT.

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WOOD, VALLANCE HARDWARE CO., Limited, Nelson, B.C. TORONTO OFFICE, 94 Bay Street

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Wholesale Only

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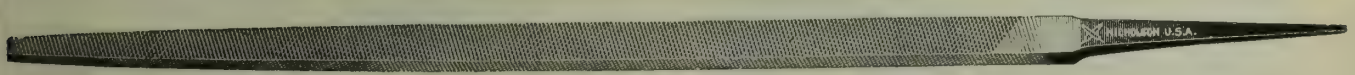
For a severe test in filing try Nicholson or Kearney & Foote.



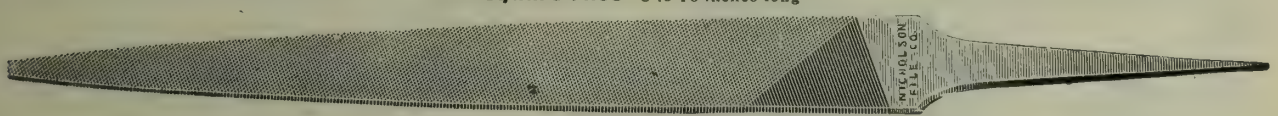
Taper Files—Ordinary and Slim, 3 to 8 inches long



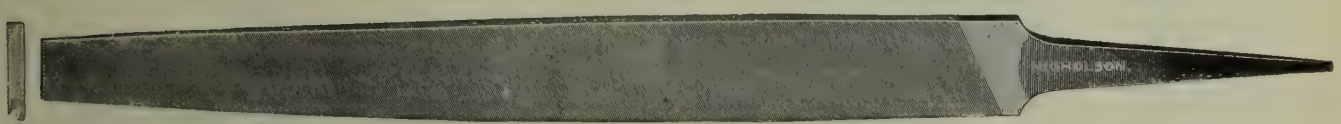
Round Files – Bastard and Smooth, 3 to 16 inches long



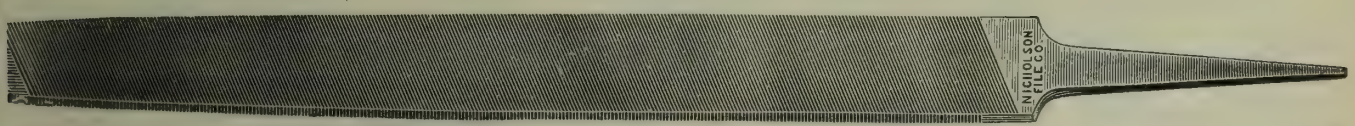
Square Files—3 to 16 inches long



Cross Cut Saw Files



Flat Files—Second cut and smooth, 3 to 14 inches long



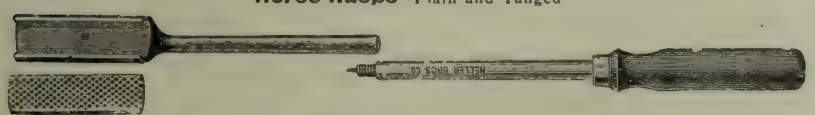
Flat Bastard—Hand and Bastard cut, 4 to 16 inches long
Half Round Bastard—Bastard and Smooth, 4 to 16 inches long

RASPS



Horse Rasps—Plain and Tanged

For Cabinet Files " Rasps " Shoe " Mower Files See our catalogue



Horse Mouth Rasps– Straight and Jointed

For Planer Knife File Pit Saw Files Cross Cut Saw " Double Enders See our catalogue

For fuller line see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

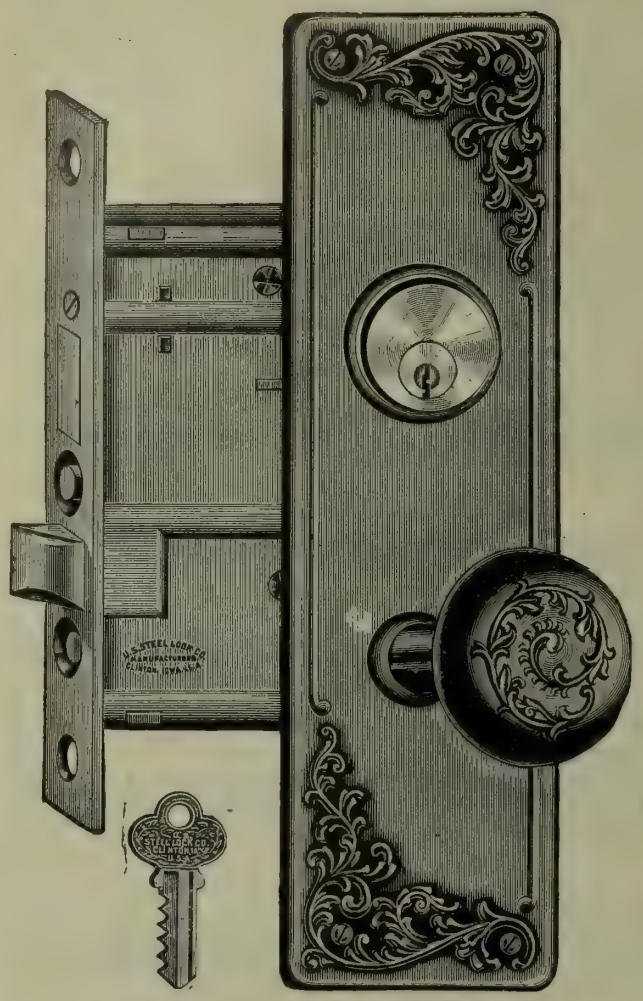
Our Prices are Right

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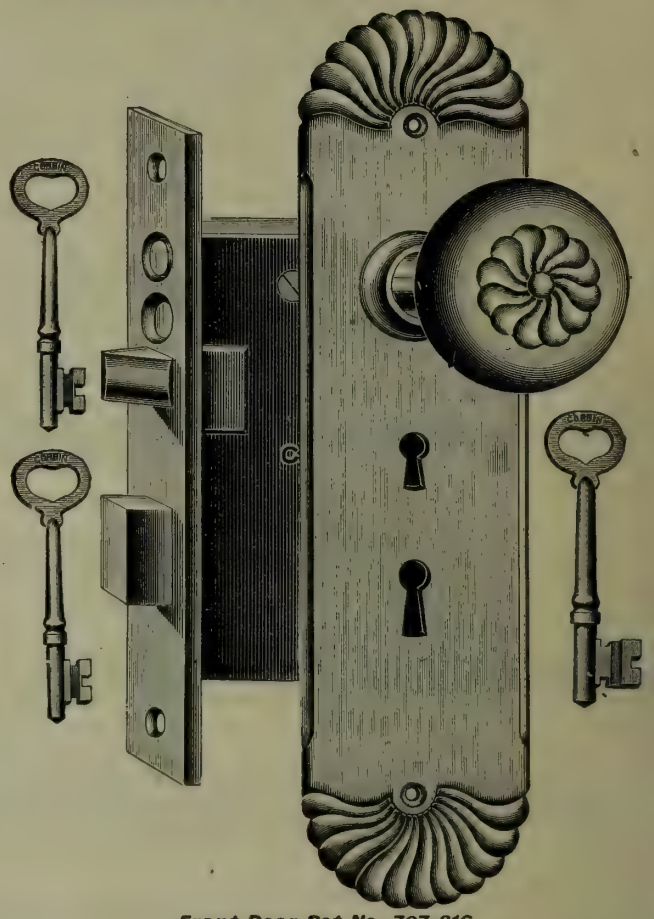
We Ship Promptly

If you are not receiving our Illustrated Monthly Circular, Write for it.

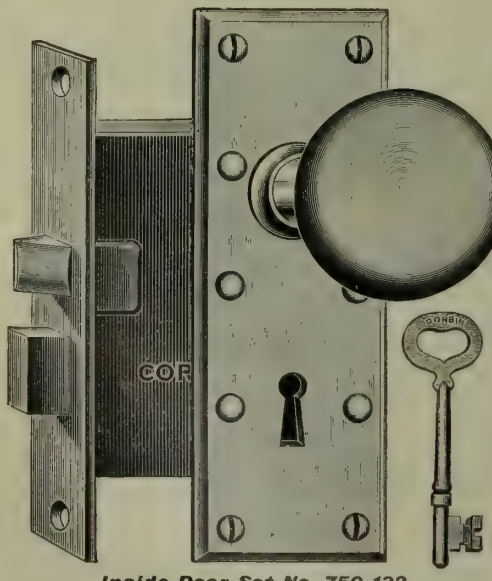
BUILDERS' HARDWARE



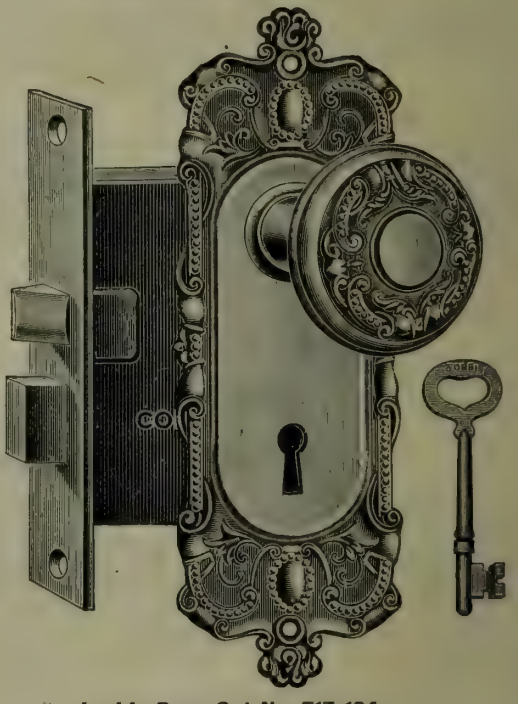
Cylinder Front Door Set No. 14356



Front Door Set No. 707-816



Inside Door Set No. 750-132



Inside Door Set No. 717-124

For other styles see our general Catalogue

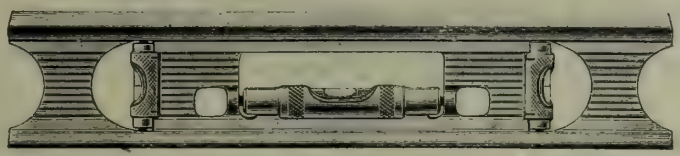
F. & W.

Frothingham & Workman

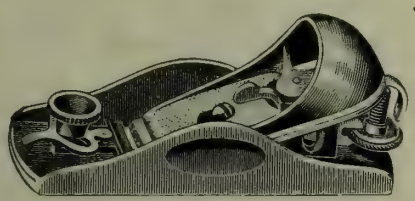
MONTREAL, - CANADA Limited

F. & W.

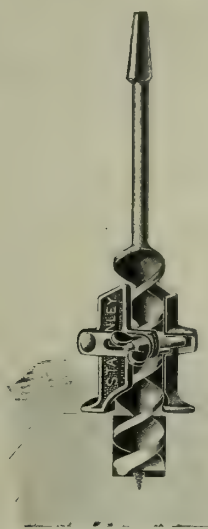
Tools it Pays to Sell



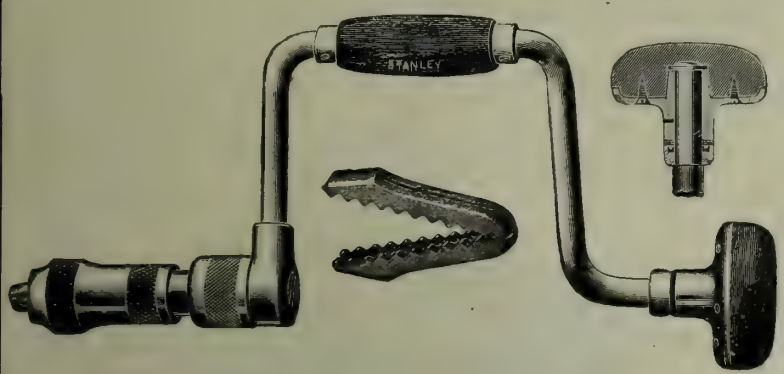
No. 37.—Stanley Metallic Level and Plumb. "V" bottom for use on shafting. In three sizes, 12, 18 and 24 in.



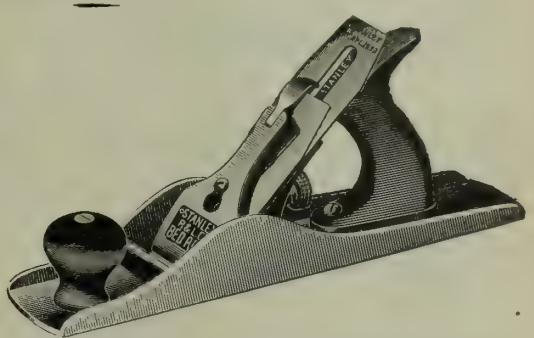
No. 9½.—Block Plane. The line of Stanley and Bailey block planes includes planes for every purpose and of every useable size.



No. 49.—Stanley Adjustable Auger Bit Gauge. Can be quickly attached to or removed from the bit. Its use will not bend the bits.



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Stanley "Bed Rock" Planes are the highest perfection in plane construction. They are made in all desirable sizes of smooth, jack, fore and jointer planes, plain or corrugated bottoms.

All the above tools are Stanley Tools. A new catalogue has just been issued, showing the complete line. We will send you one if you so desire.

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Hardware, Iron and Steel

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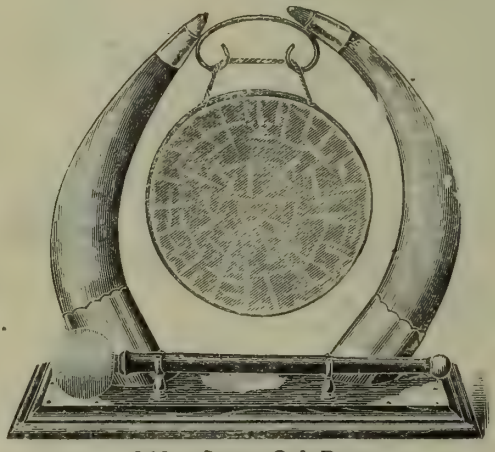
English Silverware

¶ Would you have the coming year bring you increased patronage, profit and prosperity?

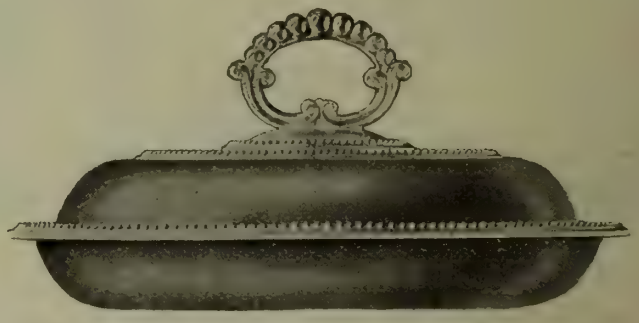
¶ Get into line, and carry a small range of good silverware, and you will be well rewarded.

¶ Wide awake buyers have realized this and are already reaping a rich harvest.

Here are one or two suggestions.



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Cape Horns, E.P. Mts.



4537. E.P.N.S. Entree Dishes.
(all sizes.)

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That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
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THIMBLES

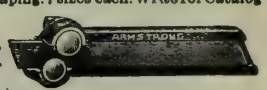


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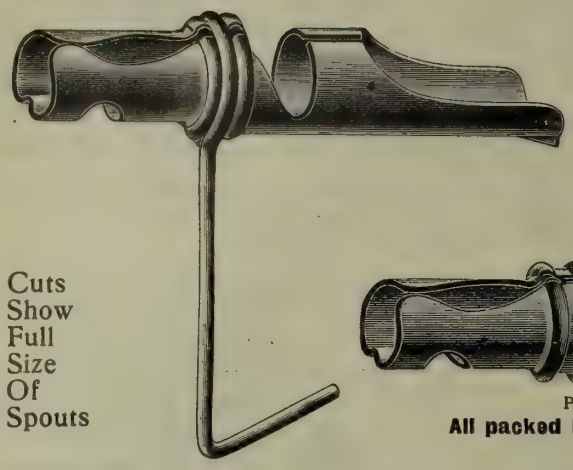
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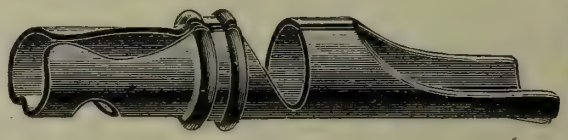
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Cuts Show Full Size Of Spouts

"EUREKA"

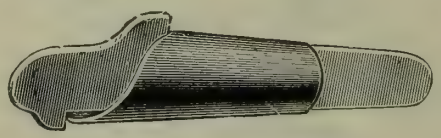
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"IMPERIAL" Steel Sap Spouts



(Specially adapted for Covered Sap Buckets.)

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Round and Square with Screw Tops.

Plain Tin

Round
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1 " "

Square
1 gall. Wine
1 " Imperial

Special sizes made to order if sufficient quantities are wanted.

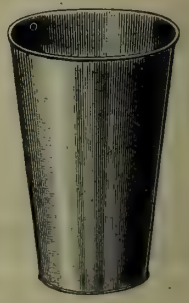
SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Quarts 4, 5, 6, 8, 12

Western Pattern

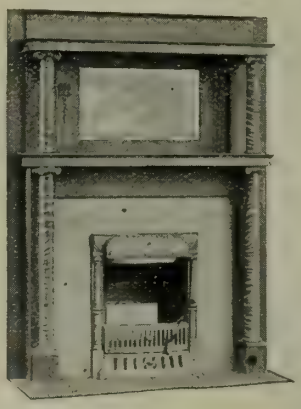
6 and 10 Quarts



Long Pattern

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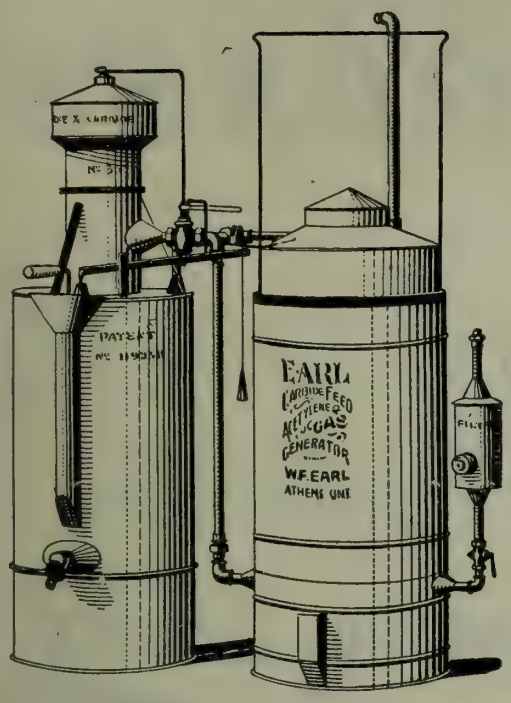
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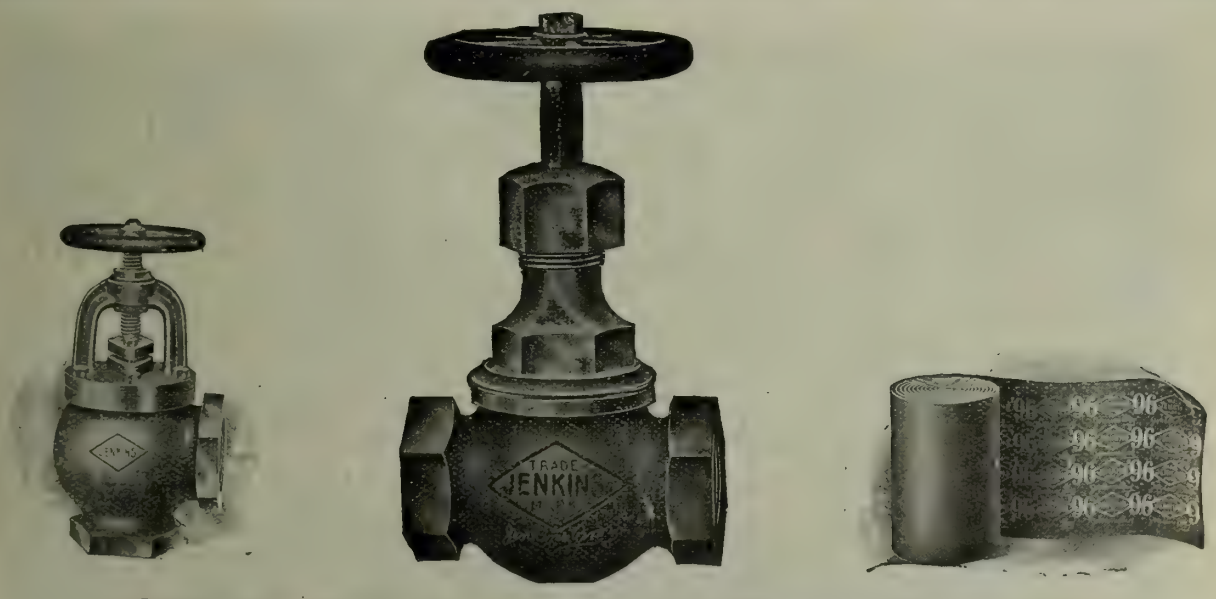
is fully approved by Fire Underwriters' Association.

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ECLIPSE ROOFING is waterproof and odorless; fire resisting; steam, acids, smoke, gases or condensation do not change it; hot or cold weather or sudden changes will not affect it; it is elastic and pliable, consequently easy to lay; it is suited to any style roof, steep or flat, and is superior to steel, iron or tin roofing; it remains unaffected by weather for years; it contains no coal tar and is therefore non-volatile; it is long lasting, cannot blow off and can be walked on without damage; it is ready for use when shipped and is always neat and attractive in appearance; each roll contains nails and cement for making joints and full instructions for laying.



Put up in Rolls Especially for Dealers

—SAMPLES FREE—

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The Canadian Fairbanks Co., Limited

MONTREAL

ST. JOHN TORONTO WINNIPEG CALGARY VANCOUVER

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TRADE MARK
TRUE
CELEBRATED

TRUE BRAND CUTLERY.

The above "TRUE" Brand stands for the highest excellence in Pocket Knives, Razors and Scissors.

Every Wrapper carries our Guarantee.

E. F. WALTER & CO.

Temporary Warehouse

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There is no ***DULL SEASON***
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

Our Battery includes:

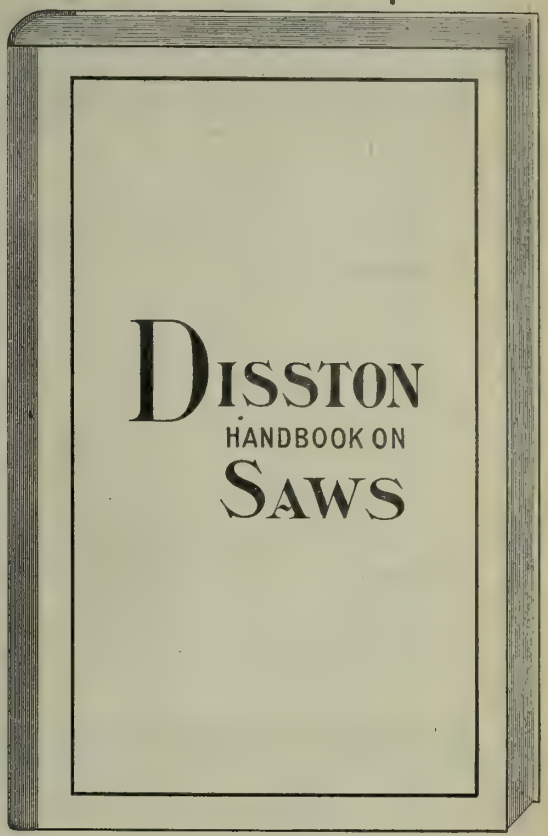
AMERICAN EXPORTER, English Edition
EXPORTADOR AMERICANO, Spanish Edition
DOMESTIC SUPPLEMENT, an export bulletin
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AMERICAN EXPORTER

Established 1877 and Conducted by Export Specialists
135 William Street, New York
BOSTON PHILADELPHIA CLEVELAND DETROIT CHICAGO

Yours for the Asking

A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES**, giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.



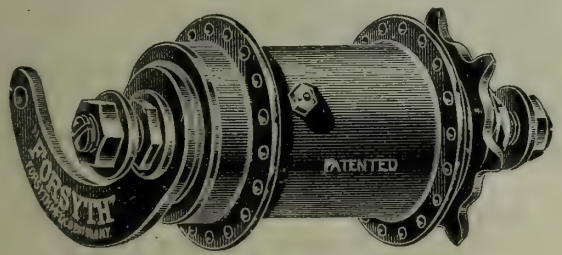
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KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, PA.

CANADIAN WORKS:
112 Adelaide St. East, - TORONTO, CANADA

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

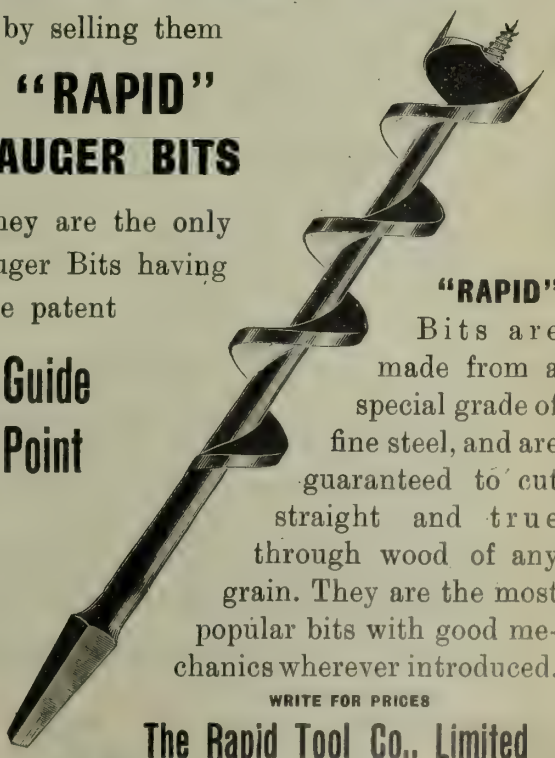
Clinch the Carpenters' Trade

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"RAPID" AUGER BITS

They are the only Auger Bits having the patent

Guide Point



"RAPID" Bits are made from a special grade of fine steel, and are guaranteed to cut straight and true through wood of any grain. They are the most popular bits with good mechanics wherever introduced.

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PETERBOROUGH, ONT.

Are You Selling
EUREKA RAKES?

The advent of the Eureka Rake has set a new standard of strength for wooden hay-rakes. The handle and the braces of Eureka Rakes are sawn in *one piece*. This alone greatly adds to its strength. There is another point—the handle is firmly mortised to the head, instead of being stuck loosely through a hole. When a farmer sees the Eureka Rake he wants it. Can you supply him?

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ST. THOMAS, ONTARIO

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"IT" MEANS



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is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

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We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENTS:

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Our Patent Metal Ends make our roofing easier and better to handle.

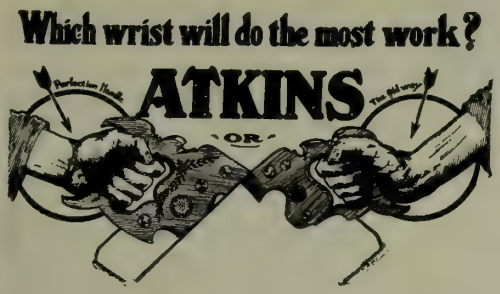
"Brantford" "Roofing"

doesn't stick in the roll. Comes complete with nails and cement, and clear instructions how to lay it. The neatness of its "get up" makes it a ready seller, especially when backed up with such superior quality. Write for samples and agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

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Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer Write us at

HAMILTON, ONT.,
OUR CANADIAN BRANCH

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Home Office and Factory : INDIANAPOLIS, IND.

We carry about **2,500** tons of steel in stock consisting of

Angles, Beams and Channels

If Hardware Merchants, Contractors and Architects, will send us a memo of their requirements we'll do the rest.

The HAMILTON BRIDGE WORKS CO., Ltd.

HAMILTON, - CANADA



CUT 9 FLOOR OUTFIT UNIT

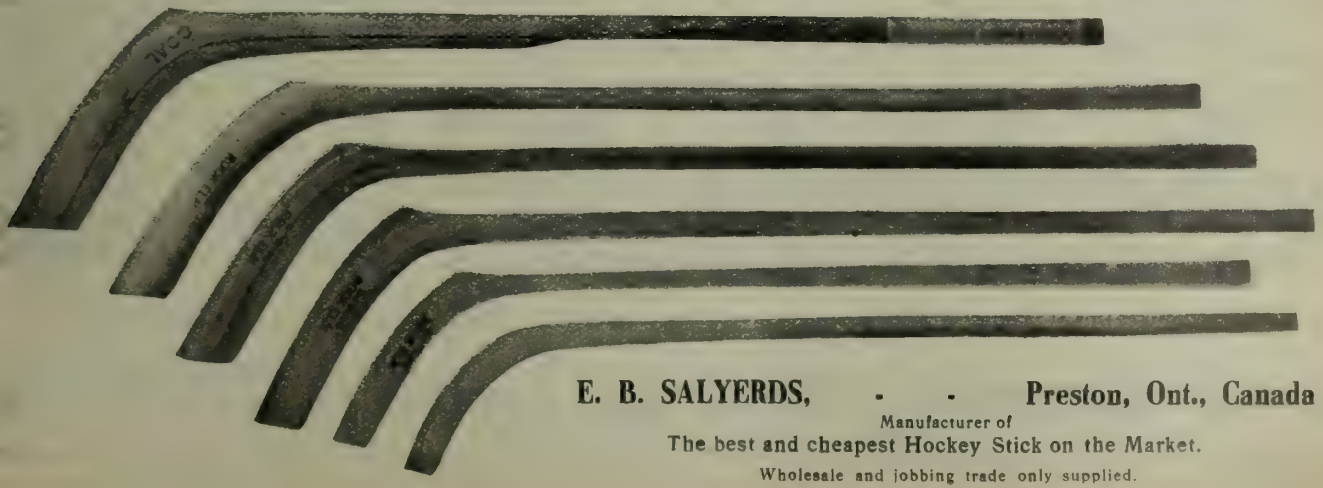
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With a Bowser you can sell oil in one-fifth the time ordinarily required. The Self-measuring Pump forces exactly the amount desired directly into the customer's can, all in one operation.

For all oils, varnishes, shellacs, etc. Send for catalog V.

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The best and cheapest Hockey Stick on the Market.
Wholesale and jobbing trade only supplied.



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

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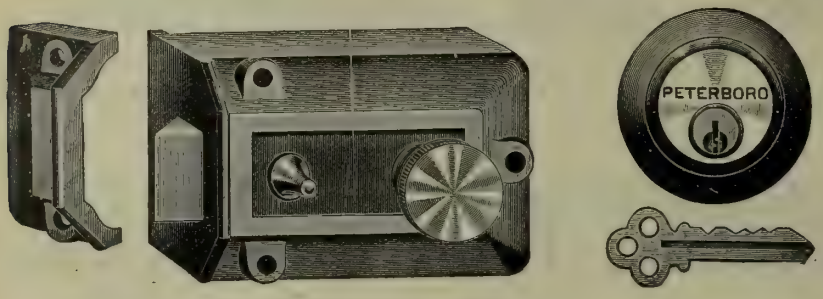
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Sold by all Leading Jobbers in the Dominion.

The 1908 "Starr" Figure Skate

THIS IS IT

Figure skating is very popular. You will do well to sell the Starr Figure Skate.

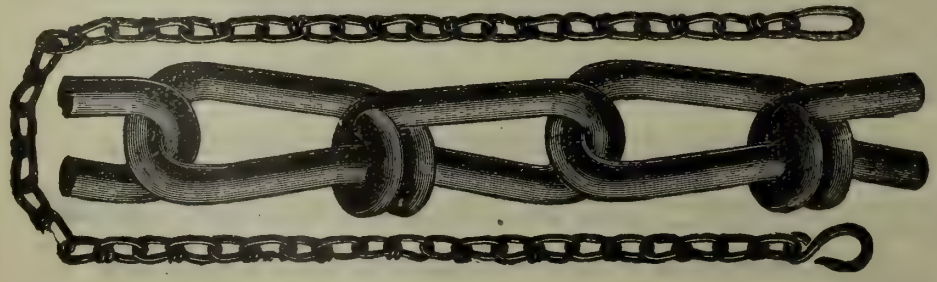


Embodies the latest ideas for Figure Skating and is a redesigning of the popular old pattern Starr Figure Skate.

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STEEL WIRE TRACE CHAINS

Every Chain Guaranteed. Gives Universal Satisfaction.

The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*

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NICKEL FOR NICKEL STEEL

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Prompt Shipment.

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The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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Manufacturers of
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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL

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All made out of the

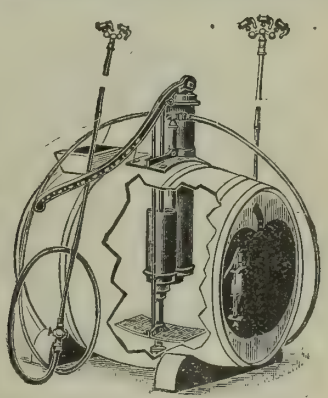
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Brand	
Best Coke or Charcoal	"Rhyd"
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Please mention above brands in your indents and inquiries.



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BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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36" AND 40" NETTING

PALMER HAMMOCKS

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Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

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PLYMOUTH WELLAND

PLYMOUTH ROPE always bears the ship trade-mark on the coil. Do not accept as Plymouth any coil not having the trade-mark. It is a guarantee of the best to be had in Cordage.

Plymouth goods have been made at Plymouth for over eighty years and always in the lead. Now made in Canada, one grade only—the best and least expensive.

Ask your jobber or write for information and samples.

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BARB WIRE, FENCE STAPLES

GALVANIZED WIRE For Fencing, Telegraph and Telephone Purposes.

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WIRE NAILS
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Spring Cotters, Strand Guy Wire, Steel Wire Barrel Hoops

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Manufacture every variety of

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BINDER TWINE

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From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

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Attractive.
Substantial.
Made from heavy tin plates.
The most up-to-date and reliable lantern on the market.
Sold by all prominent Jobbers.
Orders solicited through the Jobbing Trade.
Manufactured by

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All Steel



"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

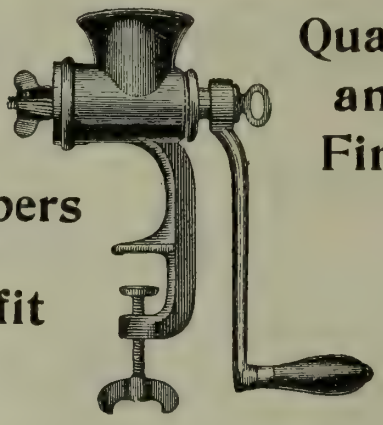
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A1 Quality and Finish

A Food Chopper to be of any use to ***you*** must ***sell.*** ***A1*** choppers not only sell, but they leave you a satisfactory profit and please your customers.

A1 choppers are made in four sizes, in all of which the base plate is removable and reversible, allowing the body to be thoroughly cleansed with least trouble.

Each chopper is supplied with four cutting plates, which are made from best quality steel and will keep sharp for years.

Write for further particulars.

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MONTREAL

Galvanized Roofing Nails

That Give Satisfaction.

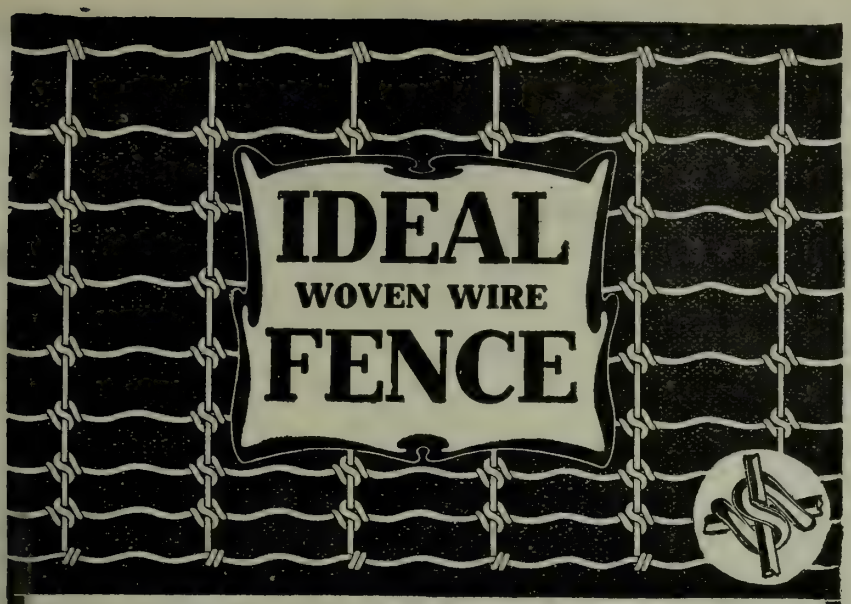
¶ They are perfect nails, coated with pure metal.

¶ You will find the prices interesting.

Samples and quotations cheerfully submitted.

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Manufacturers of Tacks and Small Nails of all kinds.



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

Good margin in Ideal. We want one live man in every locality. Write for catalog and Dealer's Terms.

The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
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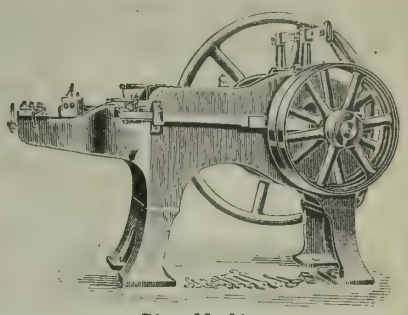
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This book treats the simpler problems in pattern cutting and gives a variety of tables and information constantly needed by the mechanic.

The three sections are devoted to

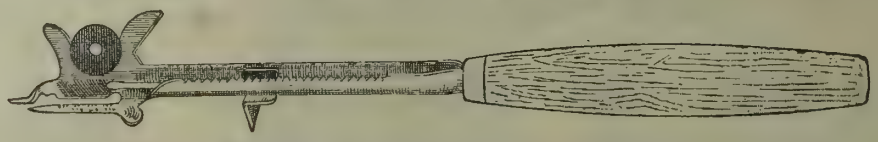
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Epitome of Mensuration.
Tables, Rules and Recipes.

It is a very useful handbook for tinners and all workers in sheet metal.

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Pays for itself in no time. Admitted by everyone to be the

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THEY SELL QUICK—AND STAY SOLD

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The Washing Machine that makes money for you

THE "PURITAN"

Every general store—every grocer—every hardware establishment—ought to handle "PURITAN" Re-acting Washing Machines.

It is the latest and best—has many exclusive features—and pays a good profit to dealers.

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LONDON, CAN.



The
SMOKE TEST

is the only proper one for testing plumbing. It permeates into every crevice. Now generally adopted by the trade

Try a Thomson Machine.



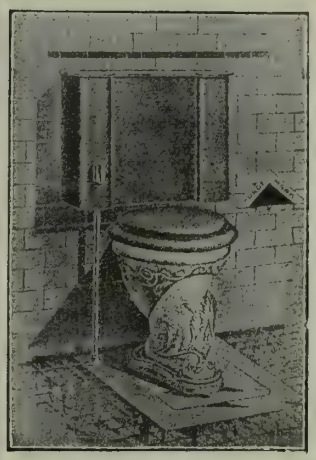
The "THOMSON" S-P SMOKE MACHINE

is a great smoke producer. It does the work efficiently simply by operating the handle. Built upon the correct principle. Strong, simple, and durable. Easily handled from place to place.

If you haven't one, write for booklet on "How to Test Plumbing."

PLUMBING GOODS

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The
"LOW DOWN"

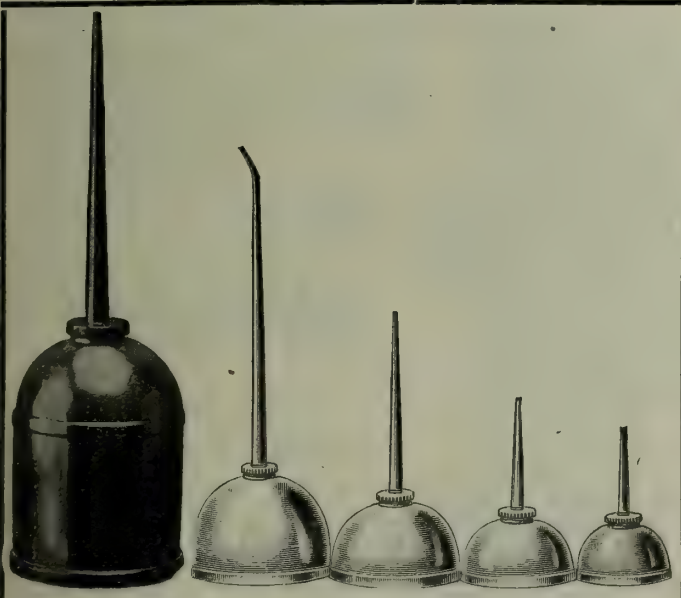
The ELGIN low tank wash down closet combination is one that gives permanent satisfaction. It does not get out of order after a few months' use. If you have had to make continuous trips to "fix up" in some manner a troublesome tank on a new job, try an ELGIN.

All speak well of it who have handled it.

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Standard Everywhere.

Maple City Manufacturing Co.

Monmouth, Illinois

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EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

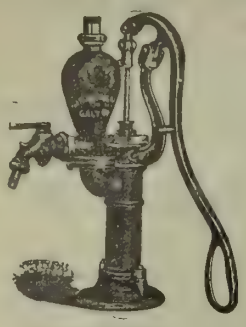
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The R. McDOUGALL CO.

Galt, Canada LIMITED

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

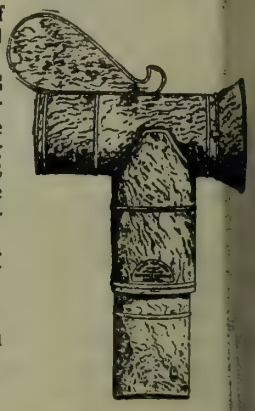
"ZEPHYR VENTILATOR"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES**, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.



Lachine, June 5,1903.
The J. W. HARRIS Co., LIMITED, MONTREAL.
Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.
Yours respectfully,
Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of Ste Anne.

——MADE BY——

THE J. W. HARRIS CO. LIMITED

CONTRACTORS - MONTREAL

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.

LIMITED

GALT, - ONTARIO

The White Mop Wringer



This Trade Mark



Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

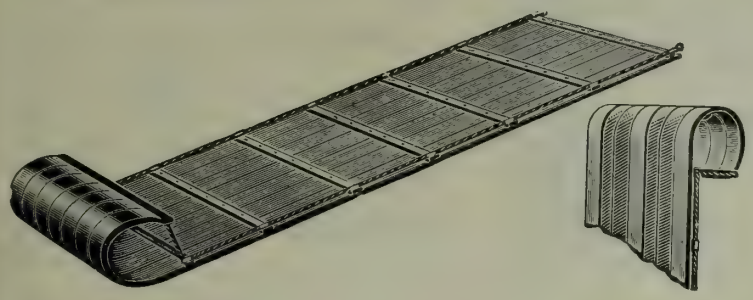
Order direct or of your jobber.



The White Mop Wringer Co.,

Fultonville, New York

Canada's Largest Toboggan Factory



OUR "FLYER" SLAT TOBOGGAN

We manufacture several kinds of Toboggans besides our FLYER, with even surface bottom, chanfered runners, half round and lignum vitæ runners.

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICE LIST.

Our representative will pay you a visit on receipt of a postal.

J. H. GIGNAC, Limited, General Offices: 142 Church St., **QUEBEC, Que.**

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EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
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Best in the World

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KING, QUEEN and WELLINGTON STS.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

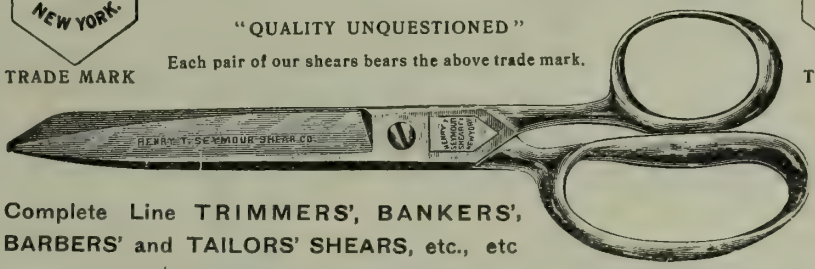
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have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



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Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



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to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking, 600 to 5,000 pounds capacity.

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F. Hamilton & Co., Hamilton
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The Appeal of Cleanliness

Nothing opens the purse of the dainty housewife quicker than an appeal to her desire for cleanliness. Show her the clean, glossy, milk-white walls of an

OPALITE REFRIGERATOR—

the cleanest, healthiest and most economical refrigerator—

and she's interested at once. Remember! The purchaser of an Opalite Refrigerator is lastingly pleased with her purchase—and with the dealer who supplied it.

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PARIS, - ONT.

SCREEN DOORS AND REFRIGERATORS



SWASTIKA

LONG  LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

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wise hardwaremen always order

"Diamond" Brand Fittings

the kind which please the steam-fitter. The material is really perfect—so is the threading and finish.

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World's Best Cutlery

You make no mistake in specifying goods made by

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There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

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The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

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will enable you to meet the keenest competition.
If you find your competitor is cutting under your prices, do not jump to the conclusion he is losing money; he may be using more modern tools and time-saving methods, and it is just possible he is making more money than you are. Every issue of

Plumber and Steamfitter of Canada

contains suggestions and ideas which have been tried out and found successful, and which it would pay you to adopt. New tools are described and an unprejudiced opinion given by our Editors as to the advantages to be gained by using them.

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MONTREAL TORONTO WINNIPEG

CONGO NEVER-LEAK ROOFING



When you put on a roofing it is because you want to **protect** as well as cover your building and its contents. Many roofings merely cover. Congo **covers** and **protects.**

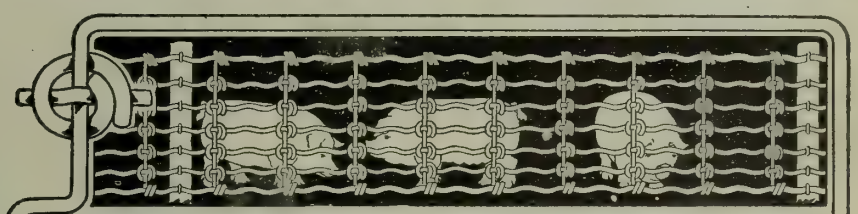
Some roofings are merely paper "treated" in some manner and shortly after being laid they go to pieces or dissolve in the first hard rain.

Congo is different. There isn't a particle in its composition that can be affected by water, heat or cold. It will not dry up, rot or rust.

A Congo roof never leaks, and for durability it is not equalled by any other.

Write for Free Sample and prove for yourself its superiority.

United Roofing and Manufacturing Co., Philadelphia, Pa.
Successors to Buchanan-Foster Co.,
H. S. Howland, Sons & Co., Toronto; Starke-Seybold Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward Co., St. John; Geo. E. Smith & Co., Halifax.



DEPENDABLE FENCING. Dependable alike for Dealer and User because we know the Canadian farmers' needs and we furnish Woven Wire Fence that meets his requirements. It gives him absolute satisfaction that's why he buys it, and that's the reason

THE PEERLESS FENCE is the one dealers should handle. Write to us and let us give you its talking points, show you its merits and how you can increase your profits by its sale. Write to-day.

THE BANWELL HOXIE WIRE FENCE CO., Ltd., Dept. J., HAMILTON, Ont., Winnipeg, Man.

Shear making "up-to-date" is found in

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TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

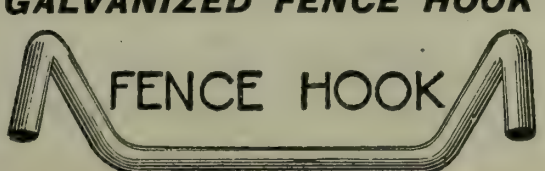
Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
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GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



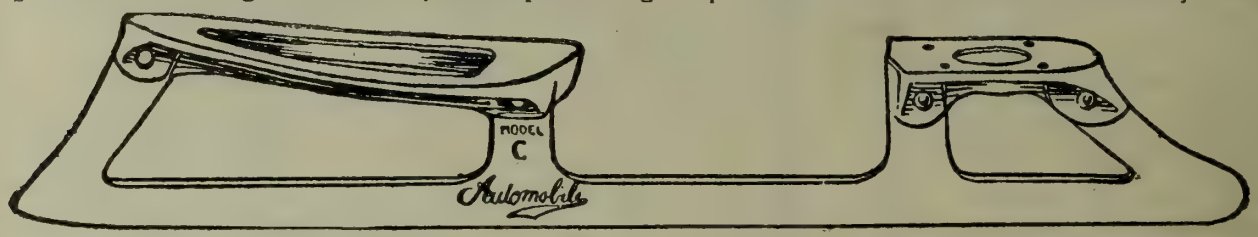
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

While They Burned Rome Nero Played the Fiddle

—Perhaps that's why they burnt it

¶ Here's a burning question.
¶ Are you in business for Profit, or "to fiddle?"
¶ Profit spells Success and Success is for sale.
¶ We are marketing a Successful product possessing unique features of merit that are exclusively our own.



Automobile Skates Cycle Skates

¶ Advertising is the seed – Customers are the Harvest.
¶ We do the Sowing—You do the Reaping, though, incidentally, we hope to do a little reaping too.

CANADA CYCLE & MOTOR CO., Limited

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H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

Our catalogue tells about our full line and gives valuable selling points.

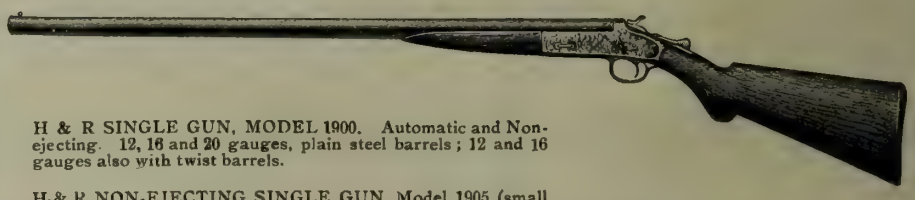
WRITE FOR IT.



Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H.& R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

H & R ARMS CO. REG. U.S. PAT. OFF.

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Henry Boker's "Oak Lake"

Patented Reversible Horse Clipper. 3 in 1. The finest One-Man Horse Clipper Made.

One Man can Clip a Horse without any other Help.

All know the other Boker Lines.

"Ball Bearing" "Eclipse"
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"The Gem" "Dandy"

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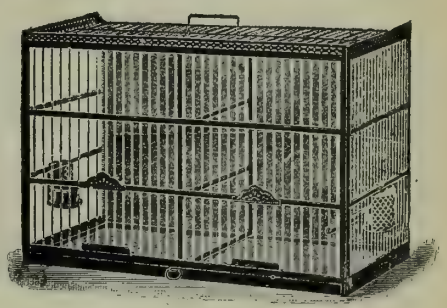
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COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., $35 00 list.

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Write for our illustrated Bird Cage and Cage Specialty catalogue and discounts. Only manufacturers of Bird Cages in Canada. Our prices are right.

E. T. WRIGHT & CO. - Hamilton, Ont.

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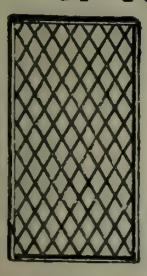


All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augurs, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps.

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Otterville Manufacturing Co., Limited, Otterville, Ont.

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Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening. Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.
Shall be pleased to quote on this seasonable line.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.



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Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

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Hinge-Stay Field Fence

It is the strongest wire fence, by any test, on the market. The "hinge-stay" is a unique feature, found only on the "Dillon." Write to-day and ask for more information.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal
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The Abercrombie Hardware Co., Vancouver

Hardware Store Business Methods

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
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SEND $1.00 TODAY, and the book will be mailed by return.

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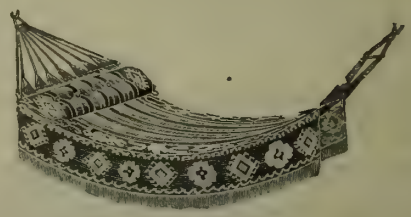
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SOLID COMFORT

HAMMOCKS



Before ordering hammocks write for our illustrated price list.

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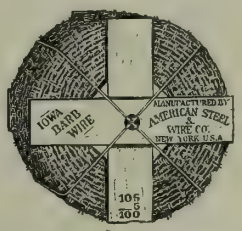
SUCCESSORS TO

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FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

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The Buffalo Manufacturing Co.

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When you get our goods you know you get THE BEST

We manufacture

Water Filters
Water Coolers
Chafing Dishes
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Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited

Sheffield - Birmingham - London

Canadian Representative

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TRADE MARK

FOR CUTLERY



A Business Man Hits the Bullseye

when he aims straight for his customers' interests; and he scatters his fire when he carries too many lines of goods.

"DOMINION AMUMNITION"

Is ALL the ammunition any dealer need carry. It suits ALL arms—ALL calibres, ALL occasions.

And with duty saved and an equipment unequalled on the continent it is better value than any imported ammunition at the same price!

The enormous trade of 1907 DEMANDED double output capacity for 1908, hence the new 500 ft. building and all the latest automatic machinery.

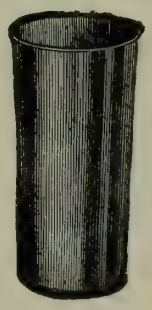
Get your jobbers' opinion of our "Sovereign," "Imperial" and "Crown" Shells.

Dominion Cartridge Company, Ltd.

MONTREAL

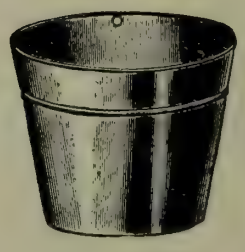
SAP PAILS

Extra Deep and Straight



Nos.	8	12	16
Quarts	6	8	12
Inches	7 x 12¾	8½ x 12¾	10¼ x 12¾
Per 100	$12.50	$15.00	$18.00
Bundle Lots	50	50	

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Nos.	6	10
Quarts	6	10
Per 100	$11.25	$15.00
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ALL SAP BUCKETS PUNCHED UNLESS ORDERED OTHERWISE.

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

B.C. CONVENTION POSTPONED.

The conventions of the British Columbia Wholesale and Retail Hardware Associations have been postponed for about six weeks, and the gatherings are expected to be held at New Westminster during April.

NEW YORK STATE CONVENTION.

Treasurer John Caslor and Secretary Wrigley of the Ontario Retail Hardware and Stove Dealers' Association, attended the sixth annual convention of the New York State Retail Hardware Association at Buffalo last week, G. H. Clark, Niagara Falls, also attending one of the sessions. The convention lasted from Feb. 18 to 21, and about 300 prominent retailers from western New York were present, a particularly large delegation being present from Rochester in an effort to secure next year's convention for that city.

One of the largest halls in Buffalo was secured, the meetings being held in a small hall, while the body of the building was used for the exhibits of about 70 manufacturers and jobbers, the displays made being decidedly interesting to the delegates to the convention. Interviewed by the Canadian delegates, many of the exhibitors expressed a desire to have displays at the fourth annual convention of the Ontario association at Hamilton next year. Some fine souvenirs were distributed to the delegates by the exhibitors.

About 50 new members were enrolled at the convention, greater interest being taken in the organization each year. At this year's convention the chief visitors were S. R. Miles, president of the National Retail Hardware Association, and R. R. Williams, hardware editor of the Iron Age. Other visitors who spoke at the open meetings of the convention were, E. J. Cornish, president of the Carter White Lead Co., Chicago and Montreal; H. J. Fueller, Philadelphia, E. W. Heath, Chicago, and George F. Bradford, editor of "Hardware," New York. Extracts from the addresses of these gentlemen will be given in these columns in future issues.

A smoking concert on Wednesday night and a banquet on Thursday night were both largely attended, and a "Question Box" discussion on Friday morning was very interesting, though not nearly so much of a success as the same feature at the Ontario convention.

The big features of the convention itself, from a visitor's standpoint, were the addresses of National President Miles, and R. R. Williams, Mr. Bradford also making a practical suggestion as to how to fight the parcels post question to best advantage, he urging the establishment of a central news bureau to gather information as supply matter for publication in the country papers, pointing out the ill effects of parcels post legislation upon farmers and property owners in the country towns and farm districts.

Mr. Miles' address also dealt chiefly with the parcels post question, outlining the various reasons why retailers should be alive to support every organized effort to counteract the influence of the catalogue houses. "How many of you use the mail order catalogues when buying your goods?" asked Mr. Miles. Very few hands went up, so the speaker urged that all dealers study the catalogues before buying from travelers, and if the prices quoted by jobbers and manufacturers were too high to allow successful competition with the department store prices, don't buy from the salesman. "It isn't the catalogue houses that keep the jobbers and manufacturers going," said Mr. Miles. "The catalogue houses only buy surplus stocks and if the retailers stand together they can soon stop the mail order concerns from cutting prices on any lines sold through the regular trade."

Mr. Williams gave an encouraging address on the value of national, state, and local organization, the real rock upon which success can be built being the getting together of competitors in their own towns. The state conventions get the trade together and are helpful in many ways, but the real practical work of overcoming the many existing small annoyances must be done by the dealers in each town realizing that it is more profitable for them to work together than to be eternally fighting each other and drinking in all the lies told about their near-by competitors.



D. BROCKLEBANK, ARTHUR.
Elected First Vice-President of the Ontario Association for the Coming Year.

The Ontario delegates to the Buffalo convention returned with many helpful ideas, which will be passed on to the executive committee at its next meeting in April.

DO NOT SELL BLACKSMITHS.

One of the questions discussed at the recent convention at Toronto dealt with the sale of horsenails, and as the Capewell Horse Nail Co., Toronto, recently added the sale or horseshoes to their line they feel that reference may have been made to them in the discussion. They state that they have not, do not, and have no intention to sell to any buyers outside the hardware trade, except sales to blacksmiths for which credit is given to some dealer. Any member of the association knowing of sales out of keeping with this rule is requested to send a complaint to the company or the secretary of the association.

WINNING CONFIDENCE.

"Your association seems to be on a sound foundation now," said the manager of a large Toronto house selling to the hardware trade a few days ago. "The men who attended the convention this year were a creditable lot of men of good financial standing. The association ought to be a power for the good of all branches of the trade if it keeps on gaining strength."

General approval seems to have followed the decision to keep the organization exclusively for retailers, the travelers themselves being amongst those who freely express their approval of the decision. "It was one of the best things your association ever done," said a representative of one of the Toronto jobbing houses last week.

A criticism has been heard of the smallness of the comvention hall, but as the attendance this year was nearly twice as large as on any previous occasion, it will be seen that provision was made for a larger gathering. Next year an even larger hall will, of course, have to be secured, as the attendance at Hamilton should be larger than at the 1908 convention.

PARCELS POST AGAIN.

That the mail order house influences are determined to keep on agitating for a parcels post c.o.d. law in Canada is evident by the numerous articles appearing in Canadian daily papers reproduced from the departmental store owned papers in the United States.

It seems probable that another effort will be made next winter to establish new parcels post regulations, so it is necessary to strengthen the association of merchants in order that intelligent action can be taken to protect their interests.

ANOTHER MERCHANT PLEASED.

J. Rothaermal & Son, Milverton, write: "We are in receipt of your letter containing a cheque for $2.87 from one of our customers, for which accept our thanks. We had some debts in our books which we considered lost. We tried everything from threatening suit to making drafts on them, and all failed. Then we sent them the association collection letter No. 1, and in a couple of days they came and paid up. Too much cannot be said in favor of them. Wishing the association every success."

MUTUAL INSURANCE PROFITABLE

At the last quarterly meeting of the Retail Hardware Mutual Fire Insurance Company of Minnesota, the directors announced that the return premium or dividend for 1908 would be 50 per cent. This is a noteworthy event in the history of hardware mutual insurance companies, as it is the first time the return premium has been so large as to effect a net saving to the policy holder of one-half the premium paid. The Minnesota company, of which M. S. Matthews, Minneapolis, is secretary, is the oldest of the hardware mutuals, and has now been in operation for a period of eight years. At the close of the first year the directors felt justified in returning to the policy holders 25 per cent. of the premium paid. Since that time there has been no diminution in the size of the dividend returned, but in most years an increase of 5 per cent. The officers of the company naturally feel elated over the result of their economical and efficient administration, and are entitled to congratulations. The company's total insurance in force on November 23 amounted to $5,890,706.

CARTAGE CHARGES INCREASED.

It is announced that on March 1st Canadian railways will increase the cartage charge on the delivery of consignments of freight from one and a half to two cents per hundred pounds. This increase has been rendered necessary, the railways say, by the enhanced cost of delivery due to the greater cost of wages, keep of horses, and other expenses, which have led the big delivery companies to increase their charges to the railways. G. M. Bosworth, of the C.P.R., states that the increase will not meet the amount charged the railways by the cartage companies, which is well in excess of two cents per hundred pounds.

It is now up to the Railway Commission to take up the whole question of cartage charges and adopt some more equitable plan than now prevails, the result of which is to charge cartage at both shipping and receiving ends to the retailers. The retail hardwaremen of Ontario consider the present arrangement a decided injustice, as cartage and boxing charges in the United States are included in the cost of the goods. They are, therefore, likely to be anything but pleased with the additional charge now to be imposed upon them by the railway companies.

NOW A GOVERNMENT MEASURE.

(From our Special Ottawa Correspondent.)

Ottawa, Feb. 27.—Mention was made a week or two ago that the Government was in doubt whether it would be able to carry out its promise made last year to assume charge of Mr. Monk's bill respecting Co-operation. Many of the measures mentioned in the speech from the throne are still to be submitted to Parliament, and it was thought that for this reason the Co-operation Bill would have to go over. As there does not seem to be any likelihood of Parliament concluding its labors until well on in the summer the Cabinet decided at its meeting on Monday to support Mr. Monk's bill, and, accordingly, on motion of Sir Wilfrid Laurier, the measure was transferred from "Public Bills and Orders" in the hands of private members, to "Government Orders," so that whatever the future course of business may be in the Commons as regards public bills in the hands of private members, this particular measure will have precedence with other legislation proposed by the Government. The bill will be in charge of Mr. Lemieux in the House. The Minister of Labor informed me to-day that the measure, as introduced by Mr. Monk, would be accepted by the Government, except that he would have two or three amendments of a minor character to suggest. These have not yet been drafted, but will probably, among other things, provide for the furnishing of annual returns by co-operative societies organized under the Act, to the Department of Labor, and also making the books of any such society subject to inspection at any time by a Government officer.

What to Do Next Month

The merchant who wants to be well placed on the jobbers' shipping list should waste no time now in sending in his orders. There are signs indicating that the rush may at any moment commence, and the man who waits until the last minute runs the danger of experiencing a delay that may prove serious, not only financially, but in loss of repute as a progressive retailer, "Be ready with the times" is the motto that all should adopt, and then less grumbling would be heard as to the slowness of this or that wholesaler in despatching goods, or as to the ineffective transportation facilities of the railways. Trade has opened slowly, and some manufacturers are many carloads behind their total at this time last year. The result is easy to foresee. Presuming that the demand reaches normal proportions before many weeks are out—and there is every reason to believe that this will be the case—there will be a very heavy strain, not only on the productive powers of the factories, but upon their shipping, as well. This will affect the jobbers, who, in the best of circumstances, never have much time to lose, and through them the merchants. Thus there is the prospect of an unusually heavy stagnation in delivery in all directions, and the merchant is wise who this year places his orders somewhat in advance of his usual time.

* * *

All the worry of stock-taking is now over. The merchant knows exactly how his stock stands, what lines sold best, and what lines carried the most profit. He is in a good position to order, and to order wisely, the mistakes of last year acting as a safeguard against any being committed in the same direction again. In filling stock again, the hardwareman must not forget to take into account the growth of his district. The increase in trade that a store may have experienced—even though it holds a monopoly—is not an exact gauge, by any means, of the development going round, or a criterion of the amount of trade which can be extracted from that development. Probably many families have become residents, who, for the time being, were fully stocked with hardware and their demand has not yet begun to make its appearance. The dealer should make a careful review of his field of operations, should consider thoroughly the various points of the situation, and then there would be less likelihood of rush repeat orders being necessary. For instance, the hardwareman who only orders the same number of wringers he sold last year, in spite of the fact that the growth of the district has been proportionately greater than in the previous year, shows a want of business acumen of which his local rival, or the mail order house, may reap the advantage. Make a study of the prospects in the district, and let the buying, to some extent, be guided by the result.

* * *

By this time the merchant should have decided upon the spring and early summer goods he intends to order. House-cleaning utensils, wire netting, refrigerators, ice tongs, garden tools, screen doors, polishes, sporting goods, hammocks, paints and varnishes may be classed among the imported lines to be carried. A hard and fast rule of advice cannot be laid down, and each merchant finds that his trade presents some characteristic that is lacking in another.

* * *

March is a good time to have the store cleaned up and made bright for the spring trade. It is astonishing the decorative effect that a few tins of paint will produce. Discolored walls can be made pleasing, dirty ceilings whitened, silent-salesmen polished, drawers and shelves revarnished, new price tickets prepared to replace those that have done duty so long, and everything made to look as pleasing as possible. Now is the time, too, to make any interior alteration that the exigencies of the trade demands. Labor is cheap, and the work can be done more thoroughly than when the carpenters are hurrying through one contract in order to carry out another. While the men are there, do not neglect the exterior of the store. A handsome outside appearance is a good advertisement. It is an effective frame to a window display, and attracts the attention of the passerby. It can thus be seen that the merchant can give himself plenty to do while waiting for the spring to open, and can conduce, by efforts rightly applied, greatly to the success of his business.

When others fail, it is your opportunity to make good.

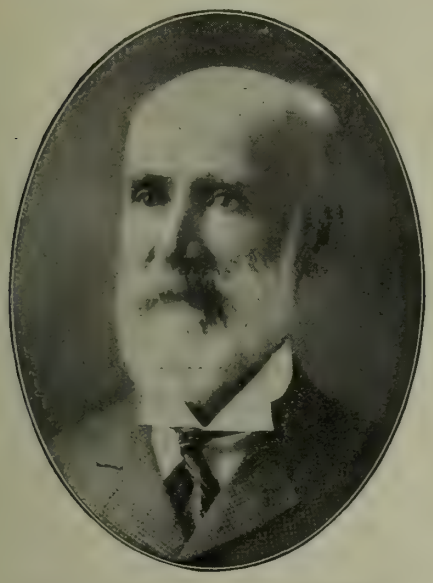
The Empress of India, which sailed this week for the Orient, had on board among other things, 300 tons of pig lead from the smelter at Trail for Yokohama and Shanghai, and two carloads of machinery. This latter was also mostly of Canadian manufacture.

THE LATE JOHN CAMERON

An Appreciation of a Faithful and Old Employe of the MacLean Publishing Company.

By W. L. Edmonds, General Manager

John Cameron, who for twenty years was on the advertising and subscription staffs of the MacLean Publishing Company, died at his home, Durham, Ont.,



THE LATE JOHN CAMERON.

on Monday, February 24. He was 76 years of age.

Mr. Cameron was well-known by the business men of Canada, and particularly by those in Ontario, to which province his territory had been chiefly confined during the last few years. During the twenty years of his service



The Late John Cameron in His West India Garb.

he not only several times covered Canada from ocean to ocean soliciting subscriptions for the MacLean trade newspapers, but he visited Great Britain and the West Indies with the same end in view. His trip to the West Indies was taken three years ago. His health was failing at the time and the company insisted that he make the journey. He would only go, however, on condition he was permitted to solicit subscriptions. He not only visited the principal islands, but spent some time in British Guiana on the mainland. How thorough his work was may be gathered from the fact that before he was away a month he sent a rush order for more subscription blanks. The supply he had taken with him was exhausted.



The Late John Cameron When in Scotland in the Interest of the MacLean Trade Papers.

This was typical of the man. He could not rest. His heart was in his work up to the very last. Work was as breath to his body. Last winter the company wished to send him to Florida for a rest. "What is the use of my going there," he remarked to the writer when the subject was broached. "I'm afraid I won't be able to get many subscriptions there." And because he did not think Florida was a good subscription field he would not go there for his health. He simply could not be induced to take a rest for purely rest's sake. Five years ago the company proposed to retire him on full pay, but he scorned the idea.

Mr. Cameron was a persistent as well as a hard worker. He had faith in the MacLean's trade papers and firmly believed it was in the best interests of the retailers that they should read them and that manufacturers and wholesalers should advertise in their columns. He was nothing short of an enthusiast in this respect. In his quiet, pleasant and unostentatious way he would never let up when he thought a man should either be an advertiser or a subscriber until he had obtained his signature to an order. Some years ago there was a business man in a certain town whom he had all day been unable to see. He had to leave by early train next morning and so after ten o'clock at night he located the merchant's private house. The place was in darkness. Nothing daunted he vigorously rang the bell. The merchant stuck his head out of the window and enquired who was there. "It's the representative of The Canadian Grocer," replied Mr. Cameron, "and I want your subscription." And he got it.

Mr. Cameron was one of the most likeable of men. He was as true as steel. No one can remember him saying an unkind word of anyone. He was always looking at the best side of people, not at their worst. Those who knew him loved him. He did not blow hot one day and cold the next. He was always the same. The MacLean Publishing Company will miss him, not only as a valued and trusted employe, but what is more valuable still, also as a trusted and tried friend.

Deceased was unwell the greater part of last year. He spent the summer in Muskoka, but in September he insisted on again taking the road in quest of advertising, but was only out a few days when he had to give up and return to his home in Durham. A few weeks ago he was stricken with paralysis from which he never rallied. His remains were interred in Durham on February 27

HARDWARE AND METAL

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ADVERTISING HOLD-UPS.

One of the topics discussed at the New York Retail Hardware Association convention at Buffalo last week was that of merchants being held up to advertise in church and concert programs and similar questionable productions too familiar to all readers of this paper. As in Ontario the retailers of New York State have been forced to call a halt on this wasteful expenditure, the only remedy for which is united action on the part of all the retailers in every town and a decision to refuse to buy tickets or place advertising in anything but legitimate publications, confining all charitable contributions to their proper place. If the retailers of a town are not organized into a local merchants' association or board of trade steps should be taken to get them together to deal with this question and other local problems, such as the regulation of peddlars' licenses, early closing, etc.

Retailers who object to being held up on fake advertising schemes in their own town should be above holding up jobbers or manufacturers for space on programs or souvenir books gotten out under the auspices of merchants' associations. The Ontario Retail Hardware Association has on more than one occasion refused to accept contributions of this kind and the New York State Association at the convention at Buffalo took the same high stand, issuing a neat printed program without an advertisement of any kind. Payment was accepted for spaces at the trade exhibition in the convention hall, but in this case full value was given and the exhibitors expressed themselves as being well satisfied to spend money to make displays, although they objected to paying for ads. in programs or similar printed matter.

Two examples of what ought not be are on the editor's desk. One is a "hand-book" issued by the Retail Merchants' Association of Canada, loaded to the hilt with ads. from which the results to jobbers and manufacturers will not be a fraction of the expenditure. It is a straight hold-up made by an association which urges its members to refuse to be held up on local schemes. The second is a "souvenir" issued by the Michigan Retail Hardware Association, containing a convention program and a large number of expensive advertisements, the results from which are certain to be infinitesimal.

Still another objectionable "hold up" is that made by some jobbers upon manufacturers when catalogues or other printed matter is being published. One large jobbing house publishes a monthly house organ containing advertisements from manufacturing concerns the jobber buys from; some of the advertising appearing in no other publication, trade or general. As the manufacturers sell their goods to other jobbers the "donation" to the house publishing the house organ is an unfair discrimination against jobbers who are above asking for such special privileges. Another well-known jobbing house recently published a new catalogue and boasted of having made money out of it instead of the book having cost them money. Here again an unfair discrimination was made by manufacturers who contributed cash and illustrations to one customer for a new catalogue, while only contributing cuts to other jobbers who refuse to accept more when issuing their catalogues. This subject was discussed by the American hardware manufacturers and jobbers at Atlantic City last fall and it was decided to discourage all such "advertising expenditures."

Too often business men who ought to know better condemn advertising as unnecessary, their experience having been gained in such questionable schemes as programs, billboards, handbooks or catalogues. They throw away money which could be spent to good advantage in a selected list of publications reaching the men who handle the product of their factories or the lines stored in their warehouses. The ads. could be written to so instruct the retail salesman that he would know all about the article he is selling and so familiarize himself with it that he will not want to sell any other. And if the advertising is done in times of prosperity, when money is plentiful, the hold on the trade will be so strengthened that new competitors entering the market or offering cut prices on special lots will find it hard to make headway.

Advertising is not given a fair test unless it is done intelligently, with copy carefully prepared and the ads. placed in carefully chosen papers reaching the class of men who buy the goods the advertiser has to sell.

BEST GOODS MOST PROFITABLE.

That it pays best to talk quality has been the experience of most successful merchants, and it is emphasized by a story told of a Western Ontario hardwareman by one of Canada's most successful saw manufacturers.

Meeting a customer recently to whom he knew an unusual number of high-grade saws were being shipped, he asked if building was active in his town. The reply was that only the average amount of construction work was being done. Further conversation developed the fact that the sales of high-grade saws were not being made to carpenters at all, but to farmers who had been educated up to buying the higher priced lines by the hardwaremen's talks on quality.

The incident illustrates the wisdom of always trying to sell the best class of goods on which the longest profit can be made. Too many dealers follow the line of least resistance, and, taking it for granted that the farmer wants cheap goods, makes no effort to sell him the more expensive grades of tools, of scales, stoves or similar articles.

The best is the cheapest in the long run and by selling the best the merchant not only makes a satisfied customer, but secures the largest amount of profit with the least effort. One sale of high-grade goods at a good profit takes less time and is better for the merchant than a dozen sales of cheaper goods on which the margin of profit is small.

"The memory of quality will remain long after the price is forgotten."

METALS SINCE NEW YEAR'S.

Taking a review of the movement in metals during January and February, it cannot be said that the result shows any great indications of the approach of stability to the markets. On several occasions since the first of the year the situation seemed to be shaping itself towards a permanent restoration of strength, but subsequent events falsified hopes, and confidence can no more be placed in the markets now than when prices rallied after the great decline of 1907. The only advantage we have at present is that two months of slack buying have elapsed, and the date at which buyers must come into the market freely is to this extent correspondingly nearer, although at present the disposition to hold off seems to be as strong as ever. Buying from hand to mouth, and only completing those orders which must be attended to, may keep the factory going, but it certainly will not bring about stability to the markets. It is possible that in the end users will wish that they had shown less hesitancy in buying, as in the case of many who are now paying the increased cost of steel from stocks because they held off purchasing from the mills in the hopes of coming in on the lowest price.

Comparing the opening and closing prices of metals for the two months of January and February, only two metals close at a higher price than that which obtained at the commencement of the year. Tin opened in January at £121, and closed at the end of the month at £124 5s., after going 30s. higher than this during the four weeks. With the quotation we give in this issue of tin at £130 10s., there is a decided gain in both months. Those who have followed the markets know that this favorable comparison does not mean that tin has been steadily strengthening all the time. The market has been as fickle as the rest of the others, but taking the average there has undoubtedly been an improvement, and with present stocks light there seems to be some hope of the continuance of this better state of things.

Spelter is the other metal which has gained upon the opening of the price of the year. Commencing at £19 7s. 6d., London, and $4.20, St. Louis, spelter closed at the end of the month £20 10s. and $4.60 respectively. Taking the figures now at £21 7s. 6d. and at $4.75, a steady gain is shown. Spelter has made the most consistent advance, and although it has suffered a slight reaction this week on the previous one, the metal seems to be making the greatest progress of any towards stability.

Copper and lead have been distinctly disappointing, although the former metal is closing firmer than at one time seemed possible. Taking the New York opening price of copper at $13.50 and £61 10s. London, there is a distinct loss of ground with the present quoted prices of $13 and £57 17s. 6d. The closing price at the end of January was $13.60 and £61 2s. 6d. Copper undoubtedly has been most disappointing. Reviewing at the commencement of the year under a heavy export trade it was hoped that the demand would become stimulated in time to off-set any falling off in this eastward bound tonnage. But when Europe became glutted there was still no domestic demand, and prices have suffered in consequence. At the present time of writing there seems to be brighter prospects in store for copper but it would be wise not to place too much reliance on them.

Lead has gone the way of copper. Opening at £14 12s. 6d. it is now at £14, although it has reached a point £1 higher. This metal is most unstable, and although it is unquestionably cheap at the ruling price, there has been no stimulation to the demand.

Taking everything, therefore, into consideration, the markets cannot be said to have made the progress which the rally round the commencement of the year gave promise. Speculative interests have bulled and beared the markets, but the sturdy demand upon which the stability of the markets rest has been most conspicuous by its absence. Wo do not mean to say that there has been no improvement in the demand from time to time there have been encouraging signs given of developing trade, but the improvement has not been of the strength that present conditions should warrant, and certainly not of the strength to bring stability to the markets generally.

BENEFITS OF FRENCH TREATY.

The new Franco-Canadian treaty, whose conditions were given in detail in these pages some weeks ago, has been discussed at considerable length in the House of Comons during the last couple of weeks. While some points seem to afford possibility of disadvantage to Canadian trade, a careful study of the discussion and the schedules of the treaty seems to show that, taken as a whole, the treaty will be decidedly beneficial to Canadian interests. All in all, Messrs. Fielding and Brodeur are to be complimented on the success of their negotiations.

Mr. Zimmerman, of Hamilton, brought out a couple of striking instances of benefit last Friday when he mentioned that as a result of the new treaty the International Harvester Company had practically decided to manufacture the whole of the machinery for their export trade, now amounting to over $2,000,000 annually, in Canada, and again, when he told of being assured by a prominent pork packer that the new treaty would probably result in restoring the large canned meat trade which Canada enjoyed with France some years ago.

The treaty seems to offer rather a material discouragement to Canadian wine growers, as has been strongly represented by the trade, and it seems that it might be advisable in this connection to advocate a bounty for the production of Canadian wines of certain standards. This matter is one which might well be considered.

A PRACTICAL SUGGESTION.

Discussing the working of heating plants during severe weather conditions the Metal Worker points out that the heating contractor may use good judgment and install an amply large heating system, but he cannot escape, any more than his less capable and conscientious competitor, the many who know little how to run a fire to get the best results in severe weather.

People are apt to reach the conclusion that they have a good fire when the surface of the fire shows red hot coals, though they should have the firepot full of burning coals from the grate level to the fire door, and not half full of ashes, as is frequently the case. The excessively economical think they are practicing their hobby when they put a little coal on the fire very often.

While it may not be justly a part of the duties of the heating contractor to look into the service rendered by his equipment, he will strengthen his standing if during severe weather he looks up his customers and sees how they are getting along, and instructs either the caretaker or the servants, as well as the head of the house, as to the proper way to run the fire to get the best results when even the zero mark is lost sight of by the mercury.

THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

The bill amending the charter of the Winnipeg Grain and Produce Exchange has passed the House and now the members of the Exchange are trying to find out where they are at. As soon as the bill is assented to it becomes law and all private rights of the members in the trading room and the quotations posted therein cease. The Exchange has made no official statement in the matter as yet, one general meeting has been held for the purpose of obtaining the views of the members but nothing has been given out for the public.

The effect on business is very apparent already. New York brokers with big connections in the West are anxious to close out open trades fearing they know not what as rumors have been strong in New York that the price of the seats has dropped from $2500 to $1,000. As a matter of fact a seat that was bought at $2,500 was sold last week for $1,600, though this is the only one that has been traced so far. It is worthy of note that the Hon. R. P. Roblin, before bringing forward this confiscatory legislation took the precaution to sell his seat. The price received it is understood was $2,700. The business of one house from the south; namely, Chicago, New York and Minneapolis, which has been heavy for months, running from 500,000 to 1,000,000 bushels a week has dropped off to less than 10,000 bushels in two days. There is every indication that until something more definite is known of the effect of the bill that business in wheat will be seriously affected.

It is quite among the possibilities that the Exchange not being able to control the quotations may cease to post them and close the trading room. Judging from the talk of members in the trading room and round the pit this method is favored, as it would at once reduce the heavy expenditure which is almost valueless if it is to be the property of Tom, Dick and Harry. About all the farmers have accomplished is to eliminate the small commission men who certainly increased competition and to throw business more than ever into the hands of the big elevator concerns. For a time at least it looks as if there would be chaos in the grain trade, without any resulting benefits whatever.

* * *

The annual Bonspiel has drawn to a close and has been well attended. Retail merchants report that the Bonspiel trade has been excellent several of the larger houses declaring that it has been fully up to last year. As an indication of trade one of the large department stores, The Robinson Co., who make a practice of holding an opening for spring suits during the last week of the Bonspiel, report that they did a larger and better trade than they have ever done before, selling in one day 75 suits, ranging in value from $35 to $125, beside many spring coats.

This is a far cry from wheat but all these things tend to show the actual condition of trade.

* * *

Implement men are considering the outlook for spring. Collections have been pressed this year much more rigorously than ever before and large amounts of money have been gotten in, though there is still a large amount outstanding. Purchases were lighter than usual last spring in these lines, and while none of the implement houses seem keen on incurring heavy lines of credit, there is no doubt they are very keen on short date business and will go after it with a rush, once spring is opened.

* * *

Real estate business continues to show signs of revival though the inquiry is confined almost exclusively to inside properties with the exception of building lots near the new transcontinental railway yards in St. Boniface where practically a new town is springing up.

* * *

Preparations for new buildings are becoming quite active and among the number that will certainly be erected this season is a new elevator and linseed mill for The Manitoba Linseed Oil Mills Company, which will also be located in St. Boniface near the east end of the C.P.R. bridge over the Red River. The machinery has already arrived and the plant complete is expected to cost $75,000 and to be ready for the crop of 1908.

Returns from various bureaus for the purchase of seed grain for the Dominion Government show that it will be impossible to get all the seed oats required, even by importing them, indeed the bulk of oat seed wil have to be imported this year. There will not be much difficulty in getting sufficient wheat, though the price will be high, and the efforts of W. D. Matthews, of Toronto have materially assisted in the matter of a supply of really good seed barley.

During the week the Seed Grain Fair under the auspices of the agricultural societies of Manitoba, was held at the Agricultural College. For the purposes of this fair the province was divided into three districts, the northwestern, southwestern and eastern. The number of entries was very large and while not a few of the samples could not be scored owing to the presence of wild oats, there was an excellent display of very fine wheat. No man can compete who has not at least 50 bushels of the same kind of wheat which he can offer for sale. Many of the exhibitors had from 100 to 500 bushels for sale. It was worthy of note that the first prize and grain championship for Manitoba went to Thomas Thomson, of Roden, near Harding, in the northwestern part of the province, a section, by the way, that 20 years ago was supposed to be too frosty to raise wheat. Mr. Thomson is one of the men who went into the Dominion Association of farmers who raise registered seed, he has been working away for eight years and the sample offered for competition was one of the most perfect ever seen in this land of good wheat, being uniform in size and color and very plump and hard. Mr. Thomson was able to offer 300 bushels of this wheat for seed and the price was $2.50 per bushel and was eagerly sought for at that figure.

A great deal has been said from time to time about this growing of registered seed being a fad, but this looks like a very profitable fad. If country merchants were as enterprising as they ought to be they would never let such an opportunity go past their doors. What a splendid chance to advertise, "We keep the Thomson registered seed wheat" and handle it exclusively. Busy men like Mr. Thomson who have many other interests would no doubt be willing to sell in bulk to a merchant who was willing to take all the trouble off his hands. In this way the merchants would advertise their own business, he would encourage the purchase of good seed and in this way improve the crops of his district and indirectly the purchasing power of all the farmers who came to him for seed.

* * *

One of the interesting things in connection with the convention of representatives of agricultural societies, held at the same time as the seed fair, was the number of country merchants who were working hand-in-hand with the farmers to improve the local agricultural exhibition.

Their interest was largely in getting out better stock exhibits and making the dairy exhibits larger and having them more carefully arranged. The writer has attended a number of these conventions in the past but has never seen the spirit of fellowship between farm and town so marked before and it certainly augurs well for the future of the country fairs.—H.

CANADIAN WHO HAS RISEN.

D. Findlay, manager of the sales department of the L. S. Starrett Company, Athol, Massachusetts, paid a visit to old friends in the trade and shook hands with many of his old school companions in Toronto this week. He began his business career with Samuel Benjamin & Company about twenty years ago. After receiving a thorough training there, he began to attract the notice of business men, and when Mr. Starrett wrote to a friend here asking him to recommend a promising young Canadian who knew the hardware business, was absolutely reliable, and would be loyal to his firm, Mr. Findlay was recommended. From a junior he has risen steadily to the important position of sales manager. He has read Hardware and Metal constantly since the first number was issued, and was amazed when he visited the office this week to see what a big organization it had become.

HARDWARE TRADE GOSSIP

Quebec.

E. M. Lapierre, of Buckingham, Que., has been visiting hardware circles in Montreal.

I. England, of England & Sons, Knowlton, Que., has been on a visit to Montreal.

C. P. Tucker, of Alex. McArthur & Co., manufacturers of paper and roofing materials, Montreal, has just returned from trip to the Old Country.

Alex. McArthur & Company, Montreal, manufacturers of tarred building papers, felt and asphalt roofing, report that the volume of business done in 1907 established the year as a banner one in the history of the establishment. Their "Genasco" brand of two and three-ply ready roofing papers has found a universal market, and is decidedly popular with building contractors, and other users of the material.

The Starke-Seybold Montreal hockey team played Lachute seniors, ex-champions of the Lower Ottawa League, at Lachute, Que. The game was one of the best exhibitions of hockey played at Lachute this year, and ended in favor of Lachute by 6 to 4. Mr. Blair, manager of the local club, entertained both teams at supper after the match. C. E. Wood, of the Dominion Cartridge Co., Montreal, invited the hardwaremen to visit the works, and the day after the match they drove to Brownsburg, near Lachute, where the factories are situated, and were given a good reception. After dinner, the visitors were shown over the factories. The paper works of J. C. Wilson & Co., Montreal, were also visited.

Ontario.

G. C. Denton & Co., Sprucedale, Ont., general merchants, have assigned.

Robert Waiver, stove merchant and plumber, Orillia, has assigned.

Knight & William, hardware merchants, Maple, Ont., have sold their business to Gavin Lawrie.

A. T. Pennington, Bowmanville, has sold his hardware business to Charles Brown, grocer, of the same town.

Lendon Bros., hardware merchants, Leamington, Ont., have dissolved partnership and the business will be continued by H. Lendon.

The Brooks-Sanford Hardware Co., Toronto, are suing Joseph Hoops for $296.63 for hardware supplied for the Dewson Street School.

H. B. Dale, who formerly represented H. S. Howland, Sons & Co., Toronto, has joined the traveling staff of Lewis Bros., Montreal. He will make his headquarters at North Bay, and succeeds C. L. Devitt, who has been transferred to his old territory. Mr. Dale for ten years was connected with the Aikenhead Hardware Co., Toronto.

An application for a winding up order for the Aylmer Iron Works, Aylmer, has been served by the executors of the Sovereign bank. The total assets of the company are stated to be about $96,000, consisting of real estate, machinery stock, and book debts, while the liabilities are Sovereign Bank, $96,958.26 and other debts said to amount to about $10,000. The order will not be issued until March 1.

Western Canada.

W. T. Speed, hardware merchant, Austin, Man., suffered a small loss by fire last week.

W. D. Cameron, of Lauder, Man., has bought Mr. Maguire's hardware business at Elgin.

John Kehler, hardware merchant, Rosthern, Man., has sold his business to Jacob Knechtel.

Leon Akramovitch, hardware and furniture merchant, Winnipeg, has made an assignment to C. H. Newton.

Pollard's hardware store, Wawanesa, Man., was destroyed this week in a fire which wiped out about one-half of the business section of the town.

W. W. Rutan, Melfort, Sask., was in Winnipeg last week, enjoying the bonspiel and incidentally attending to some business matters. He was seen by a Hardware and Metal representative in one of the wholesale houses.

H. T. Price, Boissevain, was in Winnipeg last week. He is one of the many hardwaremen who have adopted the cash system in their business and speaking to Hardware and Metal he expressed himself as being well satisfied with results so far attained.

LEAD BOUNTIES.

A motion to extend the bounty on lead mined in Canada for another period of five years was made in the House of Commons, Ottawa, this week. About five years ago the Government set apart a sum of $2,500,000 for this purpose which expires next spring. The bounty was governed by the price of English lead, and as the product rose in the British markets the bounty became less for Canadian mines. As a result of only $750,000 of the total sum has been used and the Boards of Trade in British Columbia where the mines are situated have asked the Government to agree to extend the bounty for another five years.

A ROOFING SPECIALTY.

Among the comparatively new specialties in the hardware trade, Amatite roofing has come to assume considerable importance. It is made with a mineral surface requiring no painting; and after it is laid, calls for no care whatever. This feature of the roofing is a powerful selling argument. The manufacturers are spending for advertising $100,000 a year, they receiving many requests for free samples, and these are always turned over to the nearest local dealer for consideration—the manufacturers refusing to sell except at a higher price than that which would be charged by the local dealer. The Canadian agents are the Paterson Mfg. Co., Ltd., Montreal, Toronto, Winnipeg, St. John and Halifax.

BRIBED—NEED NOT PAY.

Rather a novel decision was that handed down recently by a court in New York City. In New York State there is a law making it a misdemeanor to bribe a purchasing agent, or other employe of a firm making purchases of goods from the person who offers the bribe. The penalty is a fine of $500 or a year in prison, or both.

It appears that one firm sold a large retail store a $1,555 bill of goods, paying the purchasing agent a 5 per cent. commission on the transaction. The agent's firm learned of this and refused to pay for the goods, and further refused to return them. The matter was brought into court with the result that the retail firm was upheld. The court decided that since the goods were placed with them in a criminal manner, the contract need not be carried out by the purchasers.

STEEL SQUARES.

The large steel squares used by carpenters are such a common tool that perhaps few know when and where they were first made, and how they came to be used, or even give the matter a thought. The making of them is a great industry now, but when the last century came in there was not one in use, says the Hardware Dealers' Magazine. The inventor was a poor Vermont blacksmith, Silas Howes, who lived in South Shaftsbury.

One dull, rainy day a peddler of tinware called at his shop to have the blacksmith fasten a shoe on his horse. These peddlers traveled up and down the country, calling at every farmhouse, buying everything in the way of barter. This one had a number of wornout steel saws that he had picked up in various places. Howes bargained for them by shoeing the peddler's horse and receiving the saws in payment, and each thought he had an excellent trade.

His idea was to polish and weld two saws together, at right angles, and thus make a rule or measure superior to anything then in use. After a few attempts he succeeded in making a square, marked it off into inches and fractions of inches, and found that it answered every purpose that he intended it for.

In the course of a few weeks he made quite a number during his spare hours. These he sent out by the peddlers, who found every carpenter eager to buy one. Soon he found orders coming in faster than he could supply the demand. One of his steel "squares" would sell for $5 to $6, which was five times as much as it cost him.

He applied for and obtained a patent on his invention, so that no one else could deprive him of the profit it gave him. It was just after the war of 1812, and money was scarce and difficult to get. But he worked early and late, and as he earned money he bought iron, and hired men to help him. In a few years he was able to erect a large factory and put in machinery for the making of squares which by this time had found their way all over the country and had made their inventor famous.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Toronto.

Turpentine—Advancing.
Linseed Oil—Declined one cent.
Ingot Tin—Strengthening.
Copper—Continues very weak.

Montreal.

Ingot Tin—Stronger at 32½c to 33c.
Copper—14¾c shaded for large lots.
Spelter—Unchanged.
Lead—Cut for large orders.
Pig Iron—Firm.
Ground White Lead—Cut of 25c per 100 lbs.

MONTREAL HARDWARE MARKETS

Montreal, Feb. 28.—During January we anticipated that trade would quickly revive as spring approached, and these anticipations have been well founded, judging from the improvement that is taking place in the demand for goods. While the orders placed in this district since the first of the year may not have been of very big bulk, the business transacted leaves no doubt as to the upward tendency of trade. Tools are moving out better, and the retail trade report that orders for machine shop and factory supplies are growing more plentiful, and are of a character that indicate every prospect of strong activity as the season advances.

A careful review of the situation, taking into account present and prospective conditions, tends to encourage the prevalent belief in the early development of a good trade in all lines.

Orders have shown an improvement on the previous week, and although the West is still holding back somewhat, the east is showing unmistakable signs of awakening to the near approach of spring. The roads are now in fairly good condition, and the travelers are keeping well within their scheduled time. House cleaning goods are showing most activity at present, and sad irons, double pointed and other carpet tacks, clothes line pulleys, wringers, washers and step ladders are moving well for future delivery.

Builders' Hardware and Supplies—The various lines are moving well, especially window trimmings, lock sets, bolts and butts. Most of the orders are for future delivery, but some good sized ones are for immediate shipment, showing that building construction is still going on despite the weather conditions. As showing the state of the building prospects for Montreal, reports are to hand that the realty sales for January reached a total of over $400,000 in excess of the figures for the same month last year. This not only indicates that money conditions could not have been half so stringent as they were made out to be, but gives promise of good building activity in the city and district. The present supply of business premises and private houses is away below the demand.

Railway Supplies—The different lines are still feeling the effect of the curtailment of railroad construction work, and are moving but slowly. There is no doubt, however, as to conditions improving later on. Shovels are now quoted lower, owing to manufacturers cutting prices.

Lumbermen's Supplies—There is still a good call for boot calks, cant hooks, and chains for immediate delivery. Orders will soon be falling off, however, as the commencement of rafting operations will not now be long delayed.

Spring Goods—As we have said, these lines are moving the best of any just at present. Plated and fancy sad irons, household cleaning utensils, wringers, washing machines, step ladders, and tacks, are in excellent demand. Sidewalk scrapers are still moving.

Nails—Prices on nails are still being maintained. The demand is fair, and general conditions unchanged. We quote $2.30.

Sporting Goods—Articles in this department are moving slowly, guns and ammunition being in but little demand. Shot and cartridges for immediate wants are in fair request, but trade has not yet shown any real signs of opening up.

Bolts and Nuts—These lines are moving fairly well for immediate delivery. Tapped nuts in the place of blank ones are increasing in demand, owing to the fact that makers can do the tapping process much more cheaply and better than the user can by hand. In addition the dealer can sell them to farmers who are not equipped with threading devices.

Screws—The movement in screws is better. Makers again appear to be short of a few sizes, after every indication seemed to show that stocks were well assorted. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, Feb. 28.—Business continues to improve on all lines and collections are more encouraging. In Ontario business for spring delivery is going ahead in a satisfactory manner and though the provinces in the middle west are still behind hand there has been an improvement noticed. Building prospects throughout the west, together with the large amount of railroad construction contemplated for this year, will make a demand for hardware in most centres equal, if not greater, than that of last year. The re-opening of navigation is being awaited in shipping circles and present indications point to large quantities of goods being forwarded by water during the season. Prices on all lines remain firm and as the price lists have been revised on spring goods it is thought most lines will remain steady for some time.

Builders' Hardware and Supplies—Orders for future delivery are increasing owing to the nearness of the building season, but the quantities being booked are still below last year's average. The new styles of goods offered this year are of a better grade than in the past, and a feature of the business to date is the call for high class tools. Prices are unchanged.

Oakum—There is a good call for oakum from plumbers and boatmen at present. We quote: $4.50 to $4.75 in 100-pound lots.

Iron Pipe—Stocks are fairly heavy at present and a seasonable demand exists. Some cutting is being done but we continue to quote: One-inch black, $5.28; on-inch galvanized, $6.23.

Building Paper—A moderate business is being booked at present and the prospects for a good summer trade are bright.

Spring and Summer Goods—Garden hose, garden tools, poultry netting, lawn mowers, and all lines of spring and summer goods are being booked in satisfactory quantities for spring delivery.

Sporting Goods—Dealers are replenishing their stocks with baseball and football outfits, fishing tackle, boating supplies, etc., for the spring and summer demand. A few lines of winter goods are still selling but as the skating and hockey season draws near a close the usual between season dullness is being felt.

Nails—The price of wire nails is still rigidly quoted at $2.30. The demand is fair but has not quite recovered from the effects of the recent cutting.

Rope and Binder Twine—These lines continue to improve and an average demand exists at present. Quotations remain unchanged.

Bolts and Nuts—The demand for these goods is reviving on all varieties and prices are firm.

Screws—There is a small and steady demand for common sizes at present and stocks are fairly large. Booking is assuming satisfactory proportions and prices are unchanged. We still quote 85 and 10 on flat and 80 per cent. on round styles.

Miners' Supplies—An increasing demand for miners' supplies is coming to hand and as these goods are for immediate shipment there is quite a satisfactory bustle about jobbing circles. Picks and shovels, handles, drills and machinery are being shipped in large quantities. Prices continue firm.

MONTREAL METAL MARKETS.

Montreal, Feb. 28.—The metal situation, taking everything into consideration, is slightly stronger this week but the improvement is one, in prevailing circumstances, that cannot be relied upon. It is evident from the colorless character of the general demand—the

promise of a fortnight ago not being fulfilled—that a stage has not been reached at which any improvement can be reckoned upon as being likely to last for more than a few days at t stretch. Speculative interests may bull the market, and sudden scarcity in available metal creature a spot premium, as in the U. S. tin situation lately, but these inflations have no stability. The next day may see a corresponding decline. Until buying opens out freely there can be no strength.

It is extraordinary how the demand holds off. At the commencement of the year it was freely asserted that users were at the end of their stocks, and that any day would bring them into the markets in determined fashion. But practically eight weeks have gone by, and there has been no movement of this description. The demand has shown signs of increasing strength, but in nothing like the proportions that estimates as to the consumptive needs of Europe and America at one time legitimately seemed to promise. Buying is going on in a tentative way, but it has no bulk. Industrial activity has not fallen off to the extent to warrant this lack of purchasing, and over and above the fact that users are continuing to buy from hand to mouth—and, therefore, paying a higher price—stocks must have been more ample than was generally considered to be the case.

Tin has strengthened again in the Old Country, but has slightly weakened in the States, the premium on spot having disappeared. Buyers should take warning from the recent state of things. and hold better quantities of metal. Stocks are light, and a scarcity of spot metal may be looked for at any moment. Copper has strengthened in the Old Country, and there are reports of large sales taking place to far eastern buyers. If this is so, there should be a firming tone to copper, with a corresponding movement in the States, as producers have been refusing to meet the price prevailing across the Atlantic. There is no feature of any moment in the other metals, except a rise and fall in lead, leaving the price in the end weaker than the week previous. Locally, general conditions are uncertain, but there is one good feature and that is, that large inquiries for spring shipment are coming to hand.

Pig Iron—The English situation is stronger. There has been an advance of 1s. during the week, making the price of Cleveland warrants now 49s. 9d. Makers have booked some good export orders, and the heavy foundry trade is in a satisfactory condition absorbing the bulk of the present make. Stocks continue low with good shipments, the result being that makers are asking somewhat higher prices. Good Scotch brands are also showing strength, and providing that there is no further reduction in the cost of fuel, are likely to maintain present level if they do not show the same upward tendency as the English grades. The finished steel situation is weak, owing principally to the cessation in shipbuilding. This also influences the steel-making grades of pig iron which are on an extremely low level, and in poor demand. The finished steel industry in the States is improving and showing good activity. About 75 per cent. of the mills are now working, and if present conditions continue, all the mills should be running shortly. Prices are steady. Locally, fair shipments from stock are taking place. We quote: Middlesboro No. 1, $21.50; ex-store, with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Tin—Tin is slightly stronger in the English market, being quoted at £130 10s., an advance of 3s. In the States the price has dropped to $29.15, and the tension for the time being has relaxed. The situation of tin generally bears resemblance to that of last week. With stocks light in the Old Country, and heavy tonnage booked for export, the present strong tone of the market should be maintained. The spot scarcity in New York has disappeared, but even with the heavy shipments coming, the late situation may be repleted again, as stocks here are short. Nothing but the lightness of the demand prevented a higher figure than that which recently prevailed. Locally, the situation has strengthened, and we now quote 32½ to 33c.

Copper—Copper after going up during the week to £58 17s. 6d. closed firm in the English market at £57 17s. 6d., an advance on last week's closing figure of 5s. Heavy buying in coper, which would account for the strengthened position is reported to have been made by Chinese and Japanese interests. If this is correct, it will clear up a lot of copper supposed to have been held unsold, and the financing of which caused so much weakness to the market. Although the sale may be only for speculative purposes, it will tend to strengthen the markets considerably, and if the buyers can hold the metal long enough, the reselling on a stronger market should not have disastrous effect. The demand in the States shows signs of improvement, some good sized orders being placed, and the market closes much stronger with the price around 13c. Locally, the situation is steady, and we still quote 14¾c with shading for large lots.

Spelter—Spelter is weaker in the Old Country, being quoted at £21 7s. 6d., while it has dropped 5c East St. Louis, being now $4.75. This falling off is not a sign of weakness, a reaction being only to be expected after the recent higher prices prevailing. It may be, too, that the intentions of the European producers to combine have received a set-back of some description. We continue to quote 5½ for foreign and 5¼ for domestic.

Lead—Lead has fluctuated in the English market, going up to £14 5s., but closed at £14, which leaves it weaker than last week. The market seems to be without character, and there is little to indicate as to how the situation will tend. We quote imported pig $4.50, with shading for good sized lots.

Antimony—There is no feature to note in this market. No business is doing and quotations are unchanged.

TORONTO METAL MARKETS.

Toronto, Feb. 28.—No change of note has developed and buying continues light, local merchants not following the many changes made in the speculative markets in New York and London. Tin is a little stronger, but copper has not gained any strength during the week. Pig iron is not in evidence so far as big business is concerned and lead and spelter are likewise in poor demand.

The revival looked for after the New Year has not developed, buyers generally lacking confidence in the influences behind the market. Be this as it may, the low prices on the various metals suggest that this is an opportune time to lay in stocks, the buying power of the dollar to-day being in some cases two or three times as great as a year or so ago.

Ingot Copper—The past ten days has seen a big drop in prices, some sales having been made in New York at as low as 12¼c for electrolytic, the lowest price since October, when 11¾c was touched. A reaction has brought the price up to 12¾c and 13c at New York, but another dip down to 11c is a possibility with foreign warehouses filled and American stocks increasing. As showing the course of the standard market at London, which jockeying tactics may be expected to be continued under present conditions, we give the following prices which have prevailed since October 23, 1907, the lowest point for several years. The rises and falls which have governed the price of refined copper are quite significant: Oct. 23, 1907, £55 10s; Nov. 1, 1907, advanced to £67; Nov. 20, 1907, declined to £58; Nov. 27, 1907, advanced to £63 5s; Dec. 17, 1907, declined to £57 10s; Jan. 15, 1908, advanced to £64 5s; Feb. 19, 1908, declined to £56 12s 6d. Locally we quote 14c to 14¼c for casting ingots.

Ingot Tin—Prices continue to fluctuate the net result of the week being a slight gain in England. The United States market is weaker, however, although the Steel Corporation is preparing to export 100,000 tons of sheet bars to Wales. In the local market bookings for tin plates, etc., have been very satisfactory, merchants feeling safe in accepting orders for finished lines at the low prices for ingots now prevailing. The market is not far from the bottom at the worst and the change of a cent or two on ingots cannot make much change on sheets. We repeat our last week's quotation of 31c to 31½c.

Pig Iron—Dullness continues to be the outstanding feature in the iron market, such buying as there is being of very small lots. Some enquiries are being made for future delivery, however, and a buying movement may develop if reasonable concessions can be secured for large orders. The Canada Foundry Co. is keeping about 1,300 men at work at its Toronto plant, and has received a large order for cast iron pipe from the Toronto waterworks department. The British market is in much better shape, public stores being at a low point with a better feeling existing. Sellers are,

therefore, taking a stronger position than for some weeks. We continue to quote: $21 for No. 3 Middlesboro, and $22.50 for No. 2 Canadian pig iron.

Lead—Fluctuations in outside markets has not strengthened local conditions. The demand continues quiet, with from $4.15 to $4.25 still quoted on imported pig.

Spelter—With only an average demand prices keep very firm, we still quoting 5¼c for foreign and 5c for domestic.

Antimony—The demand is small and prices are unchanged at 11c to 11½c.

Old Materials—The market is slow, with small sales and no changes in prices.

U.S. IRON AND STEEL TRADES.

Cleveland, O., Feb. 27.—The Iron Trade Review to-day says: Some concessions on prices of forging billets have been made in the Chicago territory, but as a rule, prices of billets are well maintained. Rumors of cutting on prices of structural shapes seem to have arisen from the low quotations which are being made on fabricating and erecting. The orders of the American Bridge Co. are expected to amount to about 20,000 tons for February, and independent concerns are doing a fair business. In the cast iron pipe market there is a firmer tone, and some fair orders have been taken.

The Great Northern Railway has placed an order for 45,000 tons of rails and further orders are expected. There is a fair inquiry for light rails. Prices on boiler tubes are being cut in the Chicago district.

A slight improvement in the demand for coke is recorded in Chicago and Cincinnati, but in the Pittsburg district prices are demoralized and the demand is light. Dealers in old material are adhering firmly to the advanced prices recently announced.

LONDON, ENG., METAL MARKETS.

London, Feb. 25.—Cleveland warrants are quoted at 50s 6d, making prices as compared with last week 1s 10½d higher.

Copper—Spot copper opened firm at £58 2s 6d, futures at £58 12s 6d, and after sales of 300 tons of spot and 800 tons of futures, closed steady at £58 2s 6d for spot and £58 12s 6d for futures, making price as compared with last week £1 2s 6d higher on spot and £1 7s 6d higher on futures.

Tin—Spot tin opened easy at £129 12s 6d, and futures at £128 12s 6d, and after sales of 140 tons of spot and 180 tons of futures, closed firm at £130 for spot and £129 5s for futures, making price as compared with last week £3 10s higher on spot and £3 15s higher on futures.

Lead—The lead market closed at £13 17s 6d, making price as compared with last week 3s 9d lower.

Spelter—The spelter market closed at £21 7s 6d, making price as compared with last week 2s 6d lower.

A DISTINCTION.

To play cards some men refuse,
Saying gambling is a sin;
It's gambling when you lose,
But business when you win.

Quebec and Maritime Provinces*

St. John Men Interested in Building Scheme at Hartland — Trade Conditions Improve at Halifax.

HALIFAX.

Halifax, N.S., Feb. 24.—Trade is gradually improving and the prospects for spring business are very good. The travelers now on the road are sending in good orders. Prices are now fairly steady and collections are about an average for the season of the year.

* * *

There is something doing in the line of hockey among the hardware clerks in Halifax, and some strenuous struggles are taking place. During last week teams from H. H. Fuller & Co., and George E. Smith & Co. lined up at the arena, and the latter won by the score of two goals to one.. Kelly's, Limited, defeated the team from the hardware firm of Wm. Robertson & Son, four to nil. In the Commercial League the team from the hardware firm of A. M. Bell & Co. defeated a team of electrical workers from John Starr & Co. by a score of 8 to 2. Bell's team is well up in the running for the trophy.

ST. JOHN, N. B.

Business with the hardware trade has been rather quiet of late, and it is expected to continue so for some weeks yet. A good spring trade is anticipated.

* * *

A statement of the winterport business up to Feb. 17, shows that fifty-one steamers have taken away cargoes valued at $11,047,317, divided as follows:

Canadian goods	$7,680,273
Foreign goods	3,367,144

This is an increase of $1,757,855 over the previous season to the same date.

* * *

A number of business men in Hartland, Carleton County, intend erecting a big brick block there during the coming summer. The congregation of the Church of England will also begin the erection of a church and several smaller stores and dwellings are being planned, so that Hartland will have quite a building boom this year.

* * *

The Common Council has decided to pay B. Mooney & Sons, contractors on the Loch Lomond water extension, $20,000 in settlement of all their claims against the city. The contractors have agreed to accept the amount. This puts an end to the lawsuit which has been before the Circuit Court here for nearly a month. Messrs. Mooney asked for $25,000 for extra work on one section, and they also had a claim for a considerable amount on another section.

* * *

John S. Coughlan, plumber, St. John, has assigned to John Keefe, manager of the James Robertson Co., for the benefit of his creditors.

NEWCASTLE.

Newcastle, N.B., Feb. 24.—Frederick T. Siddall, hardware merchant, of Sackville, has assigned to Sheriff McQueen for the benefit of his creditors.

* * *

The Enterprise Foundry Co. of Sackville, had a banner year in 1907. Shipments of stoves were made to every province in Canada.

* * *

The estate of the late Timothy Lynch, the well-known Miramichi lumberman, is valued at upwards of $150,000.

* * *

The Maritime Heat and Power Co., of Chignecto, has purchased the electric light plant of Sackville and will operate it in future.

* * *

The Dominion Iron and Steel Co., of Sydney, N.S., has taken over the iron mines of the N.B. Iron Co. at Lepreaux, and men have started to drill for ore. On the result of this preliminary work depends whether a smelter will be erected there or the ore shipped to Sydney. The ore is of good quality. Hitherto the company has got all its iron from the Banner mine in Newfoundland, where 1,000 men are employed. The Lepreaux mine is easily accessible by water which will make shipment of ore cheap.

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The Truro Foundry & Machine Co., at Truro, N.S., has been reorganized, with a capital of $100,000, all common stock, at $100 a share. Among those named as provisional directors are William J. Kent, lumberman; Andrew J. Campbell, barrister, Truro, and Ernest Crowe, lumberman, of Clifton.

Goods well displayed are half sold—it also is true that a sample presented or demonstrated with careful courtesy makes a much more forceful impression than if tossed or thrown at a buyer.

*Contributions are invited from hardware merchants, travelers or clerks in places where there is not a regular correspondent of this paper.

Told by Ontario Correspondents

Hamilton Industries to Benefit by New French Tariff—Many Factories Resume Operations—London Firm Entertain Their Office Staff—Some Changes Made Amongst the Ontario Retail Trade.

HAMILTON.

Hamilton, Feb. 26.—The question of molders' wages is still hanging fire. So far there has not been any indication of a settlement of the question in this city, although several conferences have been held between the manufacturers and the union officials. The factories are still idle, but the men refuse to accept the proposition of the stovemakers on the ground that they cannot stand a reduction at present owing to the cost of living. On the other hand, the manufacturers claim that while the average molder earns about $1,000 a year at present, with occasional lay-offs, by consenting to a reduction they would earn less on the actual work done, but there would be fewer lay-offs, thus bringing the total earnings up to about the same figure. The stove makers declare that unless the manufacturing expenses are reduced in some way, the situation will be serious and that it may be necessary for some of them to close up shop or seek a place on the map where the rate of wages is lower.

* * *

The enactment of the new treaty between Canada and France, by which this country secures a preference on its exports, will mean a big thing for this city. The International Harvester Company, the Canadian branch of the Deering-McCormick syndicate of the United States, has announced that as a result of the new treaty all of the implements for the French trade will be made here in future. At present the American concern ships about $1,500,000 worth of farm implements to France yearly and this will all be handled by the local plant in future. This will mean that the present plant, which covers forty acres, will be almost doubled and its staff of 1,800 hands greatly increased. The company has a total of 135 acres of land here and will have ample room for extensions.

* * *

The police commissioners have decided to erect a new police station in the west end of the city, at an estimated cost of $6,000. Tenders will be called for shortly.

* * *

The city is planning the building of a technical school to cost between $40,000 and $75,000.

* * *

Assessment Commissioner Macleod, who is also industrial commissioner, has secured another industry for the city and as usual it is a branch of a big American manufacturing concern. The Champion Road Machinery Company of Philadelphia has bought over the stock and premises of the defunct Good Roads Machinery Company, of this city and will immediately open a branch here for its Canadian trade. The Philadelphia company is one of the largest of the kind in the States and it is expected that a big plant will be established here in due time and a large number of hands employed.

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R. A. Robertson, of this city, has been elected a director of the Menzie Wall Paper Company of Toronto, which has been reorganized.

* * *

The plumbers report a comparatively slack winter business. Owing to the fact that the weather had been generally mild as compared with former seasons, there has been a dropping off in repair work accruing from breaks in water systems. A few of the plumbers have already tendered on spring contracts, but the general complaint is that the architects are not making as many preparations for spring work as in former years, the unsettled condition seeming to put a crimp in the building trade.

GALT.

Galt, Feb. 25.—Trade in the hardware line in Galt is fairly brisk, although somewhat behind the same period in previous seasons. People are buying the plainest of everything and the occasional bursts of extravagance in evidence in former years, is lacking. The merchants are hopefully awaiting the opening of spring.

* * *

The industrial situation in Galt is considerably improved. Another large firm has resumed the 10-hour day, and it is expected that another two weeks will see all the local industries running full time.

* * *

Ald. A. J. Oliver, manager of the McDougall Pump & Foundry Company, is spending a week in Quebec on business.

* * *

The James Warnock Axe Works, which has been running on short time for some months, will shortly resume the full day.

GUELPH.

Guelph, Feb. 26.—There have been numerous changes in the clerking staff of the Bond Hardware Co. Morgan White has resigned his position, and George Dawson, who was formerly in their employ, takes his place.

* * *

Fred Pugh, clerk in G. H. Awde's hardware store, Drayton, was operated on for appendicitis in Wingham Hospital last week. From the latest reports he is doing well.

After a holiday of two weeks, the employes of Clare Bros. Foundry, Preston, resumed work last week, and there is no reason to believe that work will not be continuous during the year. The firm have a large staff and while their works were only closed down for stock-taking, the absence of their pay roll amounts to a good deal to the town. For the past three or four years business was exceptionally brisk at this season of the year, and it was only possible to close down for one week to take stock. So far as can be seen at present the men will work eight hours a day until the spring trade opens up.

* * *

Everything is quiet in local circles. Most of the hardware stores have just finished stock-taking and at present trade is dull, and is expected to remain so until the spring trade commences. With the exception of a few repairs in the plumbing line that section is also quiet. The architects of the city report that there are very few plans for new buildings being prepared. The only work at present which is having plans and specifications prepared, is the alterations at the Wellington Hotel.

* * *

Reports from Elmira state that the year 1908 promises to be a stirring one in the building line at that place. Plans have already been drawn up for ten residences, and it is expected that many more will be erected.

* * *

Slimmon Bros., of Drayton, have sold their hardware store to O. B. Henry, owner of the store.

LONDON.

London, Feb. 25.—Both retailers and jobbers appear satisfied with business conditions. The situation compares favorably with this season in the best of years and the outlook is considered most encouraging.

* * *

The Hobbs Hardware Company has presented the star local hockey team with an outfit of hockey sticks, which the boys intend using in the semi-final, and they hope the final games of the intermediate O. H. A. series.

* * *

Col. and Mrs. Gartshore, gave an at-home at their residence, South London, on the evenings of Saturday and Monday last, to the staff in the offices of the McClary Manufacturing Company, of which the colonel is vice-president and general manager. The staff has grown to such dimensions as to make their accommodation in any ordinary residence impossible, so it was found necessary to make two evenings of it. The affair proved most enjoyable to all who attended.

CHATHAM.

Chatham, Feb. 25.—One of Chatham's veteran plumbers passed away on Sunday night in the person of James Watt,

head of the firm of Jas. Watt & Sons. Mr. Watt was 78 years of age. A native of Glasgow, Scotland, Mr. Watt landed in New York at the age of 20, and, after locating in several places, finally reached Chatham. He was a coppersmith by trade, and was for 25 years employed by the old hardware firm of J. & W. McKeough. On severing his connection with this firm, Mr. Watt opened up business on his own account, his firm being for many years one of the best known in plumbing and tinsmithing lines in this vicinity. The heating and plumbing of many of Chatham's largest buildings was installed by the late Mr. Watt. He was an expert coppersmith, the fittings of several local factories and mills being put in by him, and for several years he did all the copper work for the M.C.R. in Detroit. Practically all the oil well casings in use in the old Petrolea, Bothwell and Enniskillen oil fields were manufactured by him. Mr. Watt was a descendant of the famous Jas. Watt, who invented the steam engine. Mr. Watt leaves four sons and three daughters. Geo. Watt, of the Dominion Radiator Company, Toronto, is a grandson.

The funeral took place on Wednesday to Maple Leaf Cemetery, Rev. A. H. MacGillivray officiating.

* * *

The foundry department of the Wolverine Brass Company began operations last week, and, as a result, every branch of the plant is now running.

* * *

Following the dissolution of the firm of Drew & McCallum, A. McCallum, who will continue the business, is conducting a dissolution sale.

* * *

W. M. Lowery, president of the Ontario Torpedo Company, of Petrolea, was in the city last week on business.

* * *

The sale of the assets of the Chatham Motor Car Company, Limited, which recently made an assignment, is billed to take place by public auction at the company's premises here on March 4 at 2 p.m. It is understood that a new company will be formed to take over the property and plant, and many look to see the concern once more running very shortly.

* * *

The Tilbury Village Council last week accepted Thos. Vickerman's offer of $2,750 for the village electric lighting plant, upon certain conditions, one being that Vickerman would be granted a 10 years' exclusive franchise. If the minor details can be arranged, Tilbury, which has been numbered these many moons with "them that sit in darkness," should soon be again enjoying the blessings of light.

* * *

Oil Springs is looking forward to a couple of new industries, in the shape of a canning factory and a flax mill. A party recently approached the village municipal council on the subject, and negotiations are now in progress. The two factories will employ about 100 people.

BARRIE.

Barrie, Feb. 19.—Business is booming up brightly and the warm air causing the snow to thaw in an encouraging way gladden the heart and makes us "almost" forget how the thermometer had been holding its own around the thirty below zero mark. The plumbers have been kept busy running from house to house repairing bursted pipes, while the hardware trade has been confined almost entirely to snow shovels. The cold weather aided by the very severe storms which had rendered roads through the country impassable, has kept the farmers home, but now they are again finding their way into town and receiving the glad hand.

* * *

Stock-taking is fairly well over and the windows are losing their "stock-taking" appearance and taking on a smarter and more up-to-date appearance.

* * *

A branch of the Bank of Nova Scotia has recently opened here and reports business even above the expectation.

West of the Great Lakes

Calgary's Many Factories—Another Railroad at Prince Albert—Big Contract Secured by B.C. Hardware Firm.

PRINCE ALBERT.

Prince Albert is likely to have another branch railway. A petition has been formally presented to the British Columbia Legislature for a provisional charter for the Hudson's Bay Pacific Railway. The proposed route is from Fort Churchill, on the Hudson's Bay, to Port Simpson, on the Pacific coast. From Prince Albert a branch will be run north to meet this line at Green Lake.

* * *

The winter in this district has been perhaps the best since the settlement of the country some thirty years ago, in that there has been a greater proportion of fine weather, though our winters always bring an unbroken round of sunshine. The temperature has been spring-like as a rule, to date, with scarcely enough snow to enable the ordinary teaming operations to be carried on as successfully as they might be, still large quantities of grain have been marketed and recent inquiries made by the board of trade show that at least 60,000 or 75,000 bushels of first-class seed remains in the district avilable for spring use. Much of this has been submitted to the government test and has shown germinating qualities as high as 98 per cent., and even 100 per cent.

The lumber operations are being very successfully carried out. The Sturgeon Lake Lumber Co.'s ice locomotive has been running at her normal speed for many weeks, bringing in from 125,000 to 140,000 feet of lumber and a large sleighload of lathes, several thousand on each of her daily trips.

* * *

The C.N.R. railway and traffic bridge is moving forward rapidly. The abutment and three piers are ready for steel work, two of the remaining piers are within a few days of completion. While the remaining pier is being pushed forward very rapidly. If the steel were here the bridge could be completed very soon after the ice moves out.

* * *

Preparations are being made to erect a large and splendidly equipped collegiate institute at a cost of about $100,000. St. Albans Girls' School will erect a 30,000 or 40,000 dollar building this season. The Hudson Bay Company and the Imperial Bank will both put up large buildings during the summer of 1908. The buildings, together with the bridge construction, will account for half a million dollars' worth of building in 1908. To these must be added a host of smaller buildings, such as residences, warehouses, and smaller business places.

* * *

The prospects for Prince Albert city and district never was brighter than at present. From the inquiries received by this board of trade office and the Dominion lands office, it is certain that a large influx of settlers will come into the city in 1908.

SASKATOON.

Saskatoon, Feb. 20.—The International Harvesting Company have decided to make Saskatoon a wholesale distributing point. In future the Saskatoon Forwarding and Storage Company will be their agents for this district.

* * *

A number of large pipe coils have arrived at the C.N.R. roundhouse. They will be put in position near the fan, which is being installed with the hot blast heating system. The hot blast system is considered the most suitable for heating a building of this sort. The revolving fan is connected to large iron pipes, through which hot air is forced to every part of the extensive building. The rails have been laid between the turntable and the roundhouse and very soon the whole will be ready for use.

* * *

A successful convention of the farmers of this province, lasting three days, has just been brought to a close. During the sittings many important resolutions were passed and weighty questions discussed. Matters regarding oat grading, hail insurance, elevators, coal lands an agricultural college, the Hudson's Bay Railway and other subjects of interest to grain growers came up for consideration.

CALGARY.

Calgary, Feb. 22.—The hockey tournament among the hardware merchants of Calgary this winter is now over and the team of Linton and Hall have been declared champions. The accompanying photo of the winners was taken by one of the staff and shows Mr. Linton, a member of the firm, lending his moral support to the players.

* * *

The following list of factories and large plants now established in the city has been collected by Charles E. Webster, secretary of the Board of Trade, and will give an idea to the eastern business man of the position Calgary occupies at the present time in the manufacturing business. It will be noticed that the C.P.R. car shops covering an immense space and employing hundreds of hands, have not been included. A biscuit factory, a soap factory, a box factory, two candy factories, two iron works, two breweries, two cigar factories, a meat packing plant, a breakfast food factory, a cement



Linton & Hall's Champion Hockey team

works, three harness and saddlery factories, two pressed brick plants, three flour mills, a coffee and spice factory, two tent and mattress factories, a bedding factory, a macaroni factory, two dyeing and cleaning works, two cold storage plants, two electric light and power plants, two electric power (only) plants, a gas plant, a natural gas plant (at present under construction), two lumber mills and several planing, sash and door factories. Ninety-seven wholesalers and thirteen banks.

* * *

E. McBride, of McBride & Company, wholesale and retail hardware merchants, is now on a business and pleasure trip to England and the European continent.

* * *

Norman Morrison, of Morrison & Johnson, hardware merchants, of Lacombe, was one of the wining team in the Grand Challenge at the curling bonspiel which has just been successfully completed here. The Calgary bonspiel, like everything else, is growing by leaps and bounds; this year there were thirty-one rinks.

VANCOUVER.

Vancouver, Feb. 21.—Everett M. Breed, district manager of the Allis-Chalmers-Bullock Company, is very hopeful of the future. "Things are picking up remarkably well all through," he remarked this morning in discussing conditions and the spring outlook. "Mining is going ahead, and that will help the smelter business, and all are using power machinery. The electrical business is also good. The B. C. Electric Railway Company is adding to its plant and equipment, and the use of motors is becoming extensive." Mr. Breed is of the opinion that the slump has not been felt as much out here as in other places in Canada. "Although January was rather quiet, generally speaking," he remarked, "we did better than in the same month of last year. Of course, it meant more hustling, but the results were very satisfactory."

This company deals particularly in heavy power machinery and electrical machinery, paying attention also to sawmills. It was successful in landing two large orders in the last line, that of the new equipment for the Fraser River Sawmills at Millside, and for the Sayward Lumber Company, at Victoria. This machinery is manufactured in the United States, and is sold here by the Canadian branch of the company.

* * *

Those dealing exclusively in sawmill and logging supplies, especially custom work, such as castings, etc., find trade dull. There is not a great deal doing in this line yet, and the prospect is not particularly encouraging. Still, with the opening up of spring the lumber business should take on some of the activity which marked it last year.

* * *

Mining men are of the opinion that the metal outlook will improve considerably during the next two or three months. "At the beginning of the slump in metals, former Senator W. A. Clark, of Montana, who knows perhaps as much about copper as any man in the West, said that in six months conditions would again be normal or nearly so," remarked a man well up in the smelting business here. "It is still some time before that term is up, and I think that when it is the outlook for mining will be far better than at present. It was stated at that time that there was a surplus of 200,000 tons of copper, and, of course, production has continued, although greatly reduced. How much copper remains on the market it is difficult to tell, on account of its being scattered. Much of it is doubtless in Europe in storage for there the demand will be felt as soon as here. The holders of the surplus, too, for business reasons, do not let the public know the exact situation. I think that within the next three or four months the situation will have assumed a much brighter aspect."

* * *

E. G. Prior & Co., Limited, which has head offices in Victoria, and branches in numerous cities on the mainland, has been awarded the contract for the metal required for the superstructure of the new swing bridge over the north arm of the Fraser River, south of Vancouver. The contract price is fixed at the rate of $8.80 per hundred pounds. The bridge will have a total length of 2,300 feet, with pivot pier and draw rest.

* * *

The Board of Works of the City Council at its meeting on Tuesday evening decided not to accept any tender for nails to be used by the corporation this year. One of the aldermen stated that the price would materially decline within the year, and acting on this advice it was decided to buy in the open market. The same course will be pursued in regard to lumber. Two tenders for cement were sent in, that of Evans, Coleman & Evans, for the local article at $2.50 per 350 lb. barrel, and of Robert Ward & Co., for Portland white cement in the same packages at $3.05 per barrel. Both tenders were accepted, and the Board will buy whichever it likes.

* * *

S. D. Martin, who has been identified with boat building in the Province for many years, and latterly in North Vancouver, has organized a company to build boats and engines in this city. The company has a capital of $50,000, and the location will be on Coal Harbor, where so many other small plants are now working. The firm name will be the Pacific Motor Works.

* * *

New Westminster, which during the past few years has been making a claim for the establishment of industries, is taking steps to make good her shipping facilities. The city lies about sixteen miles from the mouth of the Fraser River, and the services of Francis LeBaron have been engaged to draw up a scheme for making a deep water channel to the sea. He has submitted a report which is now being discussed by the New Westminster Council. A large number of industries, principally sawmills and machinery plants, are installed at this point on the Fraser River.

Effective Retail Hardware Advertising

Advertising is said to be printed salesmanship, and the definition is a most appropriate one. That being the case, it is well for every hardwareman to keep the definition in mind every time he sits down to write an ad. If this definition of advertising could be more strongly impressed upon every merchant's mind, it would do a world of good. One of the main functions of trade newspaper like Hardware and Metal is to keep on reminding its readers that advertising really is printed salesmanship. The very best proof that advertising is salesmanship is found in the fact that the men and firms who treat it as such are the most successful in turning over goods at a profit and earning a better reputation with every sale. That is successful merchandizing.

If any average hardwareman had in his employ a salesman who talked to the public after the fashion of a great many of the retail ads. which appear in the press he would fire him out of hand.

* * *

Some bad advertising is the result of a misconception of what good copy consists of, some is the result of great haste in the preparation of copy, and some is the result of indifference. And probably the worst advertising copy produced is found in space belonging to the indifferent advertiser. Why is this? Why on earth should any man be indifferent to the proper use of a commodity which costs him coin of the realm? It is just like a lecturer paying rent for a hall and then hanging around, not caring a continental whether he used it or not. Ever see a lecturer doing that? Not on your tintype! When the average sane man pays out his good money for anything he is extremely interested in getting good value for it.

Sometimes a publisher, by his attitude when canvassing a merchant for a contract, depreciates the value of the space he is selling. Sometimes he conveys the impression to the merchant he is canvassing that he is asking for the contract as a personal favor or for the "good of the home paper." Any publisher who gives out such an impression is really knocking the business of the merchant he is canvassing. For it is a tendency of human nature to regard a contract entered into in such a spirit as something which requires little further attention. And if anything on earth needs proper and continued attention it is advertising space in the press. Any merchant, then, who is led to undervalue advertising by the attitude of a canvassing publisher, is being led away by that publisher from a proper appreciation of the greatest factor in modern retailing.

There is no "favor" about an advertising contract—providing the publication is legitimate, and is read. It is a business transaction pure and simple. The merchant buys from the publisher a certain amount of blank space which will come before the eyes of a certain number of the merchant's possible customers. Why, then, treat that space with indifference?

Upon the proper use of advertising space by retail merchants a great deal of industrail activity depends. The large retail advertisers of the country not only increase their own wealth and power by the most efficient use of advertising space, but materially assist in the upbuilding of countless manufacturing industries and in the steady employment of thousands of people in those industries. These are facts which cannot be successfully disputed. The prosperity of the manufacturer and jobber does, without the shadow of a doubt, depend largely upon the attitude of retail merchants towards the advertising space of their local newspapers.

Buy your space, good hardwaremen, but don't let it go at that. Don't put off the preparation of your copy until the last minute and then write it hurriedly. And, above all things, don't regard it with indifference! It has value if you care to bring it out. And, as is the case with most other things, to bring



BEAUTIFUL XMAS GIFTS

Suitable for Father, Mother, Brother or Sister, in Fact for Everybody,

Are to be found in this store. There is no nonsence about the presents you buy at our store; good sensible presents, of unquestionable quality, all marked at reduced prices that are bound to move the goods with a rush. Our stock was never more complete with "quality" goods direct from the factories of the east. We want to do business with you and are confident that we can satisfy the most exacting.

"1847" Rogers Bro.'s Silverware

This famous line of plated ware needs no introduction, having been on the market over half a century, and is the recognized standard today. Our assortment is right up to date with all the latest patterns and designs. Seeing is believing. We're here to show you.

Four-piece Tea Service, with 15 in. Waiter; special price..... $25.00
Doulton Ware Salad Bowls, with helps..... $10.00
Fruit Dishes, beautifully decorated, from ..... $3.50 to $6.50
Berry Dishes, with spoon, at..... $4.50, $5.00 and $6.75
Lemonade Pitcher, with plated tops, at ..... $3.50 and $4.25
Bake dishes, with removable enameled linings, at $6.25 and $7.00
Cake Baskets from $3.50 to $7.00
Cream and Sugar, several patterns, at ..... $5.00 and $7.50
Sugar Bowls from..$2.75 to $5.00
Pickle Cruets from $1.50 to $5.00

Also a choice assortment of Butter Knives, Sugar Shells, Fruit Knives, Cold Meat Forks, Berry Spoons, Jelly Knives, Coffee and Tea Spoons, Cheese Scoops, etc.

Fancy Parlor Lamps

We have just received a lot of first-class Lamps of beautiful design. These goods arrived a little late, and every one is going at cost price to clear. Prices from $2.50 to $5.50.

The Rayo Lamp, best on the market for office or library .. $3.00
Hanging Lamps, splendid line, from..... $5.00 to $12.00
Mikado Night Lamps, just the thing for children; complete with decorated bowl and shade ...60c

Shaving Supplies

We have every requisite for gentlemen who shave themselves, and in this department, like our other lines, quality is of first consideration.

Ender's Safety Razor in plush lined case containing one triple silver plated holder, one stick soap, one brush and 12 keen-edged blades, ...$5.00
Ender's Safety Razor in paper box with 12 blades.....$2.00
"Carbo-Magnetic" Razors ...$2.00
Bokers' "King Cutter".....$1.75
Also Razor Hones, Strops, Brushes, etc.

Keen Kutter Tools, Etc.

For the boy with an inventive or mechanical turn of mind the wisest thing to do is develop it. To do this he must have tools to work out his ideas in models of wood or iron. Keen Kutter tools are the only complete line of tools in the world under one name and trade mark. Every Keen Kutter is guaranteed to be of satisfactory quality, and the finish on these goods is very much superior to any other line in the world

To anyone purchasing complete or part sets of tools this week we will give a discount of Ten Per Cent.

Bissell's Carpet Sweepers

These sweepers are known the world over as the finest made. Why not take one home to your wife? She will appreciate it more and more every day, besides it saves the carpets, curtains and furniture from dust and wear.

The "Grand Rapids" cyeo-bearing, with oak or mahogany case and nickle-plated trimmings...$4.00
The "Champion," a good, cheap sweeper, at.....$2.50

"Perfection" Oil Heaters

These heaters are made of steel throughout, with handsome nickle-plated trimmings, solid brass oil tanks, and the most improved burner ever devised. They burn absolutely without smoke or smell, and throw an intense heat. Just the thing to take the chill off the dining room in the morning, or to heat isolated bedrooms. Two sizes.

No. 120.....$4.00
No. 160..... 6.00

"Elite" Enameled Ware

Our display of the famous four-coated Elite ware comprises all the commonly used cooking utensils, such as Preserving Kettles, Tea Kettles, Milk and Rice Boilers, Sauce Pans, Teapots, Berlin Kettles, Pails, Dish Pans, etc. We import this ware direct from Austria, Europe, and it is guaranteed acid and poison proof.

Special sale of this ware till New Year's at a discount of Fifteen Per Cent.

Anything in Fine Furniture

As a gift is sure to be appreciated in the home. We have a well assorted stock of high and medium grade goods, all marked at bargain prices for the holidays. Come in and look it over. We have the piece you want.

Sideboards in surfaced oak, plain and quarter cut oak, from..... .....$15.00 to $45.00
Dressers and Stands, from..... .....$12.00 to $35.00
Hall Racks, from $10.00 to $18.00
Parlor Tables, in quarter cut oak and mahogany, from ....$2.50 to $10.00
Oak and Mahogany rockers, from ....$3.50 to $10.00
Rattan Rockers, from $3.50 to $5.00
Baking Cabinets at $8.50 and $10
Medicine Cabinets, complete with bottles, labels, etc..$3.50 and $6

When You Think of Christmas, Think of us.

DeWITT BROS., NAPINKA, MAN.

If You Buy it Here, it's Right.

Dewitt Bros.' Fine Holiday Advertisement in the "New Century," Napinka, Manitoba.

any good results out of it, you've simply got to put some brains into it. Talk through your space. Tell something. Newspaper space can be made eloquent. You can make your newspaper space eloquent if you try.

* * *

Here's where we touch on another point worthy of notice. There are lots of merchants who are fully convinced



A Sample of Good Advertising done by Stanley Mills & Co., Hamilton.

that space can be made eloquent, but whose idea of eloquence is, to say a lot of smart things, and crack a few jokes and incidentally mention their goods. That's not eloquence! Get down to business! When writing an ad. about any particular article imagine you are standing behind your counter, explaining the merits of the article to an inquiring customer. If you know English composition and are acquainted with the merits of the article you are advertising, and are endowed with a fair amount of common sense, you can turn out the kind of advertising eloquence which makes the cash register eternally tinkle. Look at the advertising space of any successful retailer of to-day, and you will have ocular evidence that the successful fill their space neither hurriedly nor foolishly, and regard it with the very opposite of indifference—with the utmost enthusiasm and confidence.

* * *

We have recently come acros a couple of good examples of bad (perhaps indifferent?) use of advertising space. The space in these cases was occupied almost entirely with a heterogeneous mass of cuts arranged in a most haphazard and confusing manner and without a word of explanatory reading matter. While these particular ads. may have drawn some business, they would have drawn much more had the space been properly used.

An example of well used space is found in the ad. (reproduced) of Stanley Mills & Company, Limited, Hamilton, which was mentioned a couple of weeks ago. This ad. brought the people in and moved the advertised goods out in a most effective manner. It is such a good, sane piece of printed salesmanship that it really needs no comment to show its good points. It is a style of advertising followed by almost every successful advertiser on the continent.

Another good ad. which was mentioned a couple of weeks ago is that of DeWitt Bros., Napinka, Man. This also is worth studying.

* * *

In connection with our announcement in the February 1st issue of Hardware and Metal of the award of the prize for the best Christmas ad. to Emerson & Fisher, St. John, N.B., a man standing high in the trade has, while agreeing with our decision, highly commended the holiday ad. of A. W. Humphries & Son, Parkhill, Ont., also shown in the February 1st issue. He pointed out that in many ways the Humphries introduction was similar to the style of advertising done by the Wanamaker stores in New York and Philadelphia, although more information is given in the latter.

McGLASHAN, CLARKE'S FACTORY.

The McGlashan, Clarke Co., Limited, manufacturers of cutlery, electro plate, and solid nickel silver flatware, whose plant is located near the centre of the city of Niagara Falls, on the main line of the Michigan Central Railroad, about ten minutes' walk from the great cataract, is one of Niagara Falls' most thriving industries. The building, as shown by the accompanying illustration, is constructed entirely of concrete, and equipped with the latest and most improved machinery, driven by electric power. Every article put upon the market by this company is made wholly in their own factory under expert supervision, and of uniformly good and tested materials. Each finished article before shipment passes through a rigid inspection, and in consequence the company are in a position to warrant every stage of the process of manufacture, their guarantee being found in every box



The McGlashan Clarke Company's Cutlery Plant at Niagara Falls.

of goods. They carry a large stock and devote their whole attention to taking care of the hardware trade, selling only to the various wholesale dealers.

The McGlashan, Clarke Co. Limited, present a strong combination of capital, experience in business management, and skill in manufacture, and are building up a large and prosperous business. The plant is managed by Lee McGlashan, who is thoroughly experienced in the line of manufacture, in which he is engaged, having had a long experience with his late father, and he has associated with him in the operation of the plant a large number of the most experienced and best trained heads of departments, and it is to their combined practical methods that the success of the company, and the high reputation which the goods are achieving is very largely due. Hardwate dealers who have not already placed a trial order for the McGlashan, Clarke Co.'s goods with the wholesale house with whom they deal, should secure one of the company's catalogues and familiarize themselves with the line before placing their orders for the June wedding trade.

Progress in Lighting

After a good spell of busy trade, the gas and electrical supply houses are experiencing a falling off in demand. There is never much doing towards the tail end of the winter. Householders do not contemplate improvements in their gas fixtures, or the installation of electric light, when they have not made up their minds whether they intend to stay on in the old habitation or not. The completion of new buildings always more or less hang fire during the winter, so that just at this time the field of operation is decidedly restricted. In addition the financial situation has not tended to improve the call this year. The embellishment of a house is not of primary importance, and when the head of the family decides on economy for the time being then the old style of lighting remains. Next month should see an improvement all the way round. With the passing away of unnecessary fear as to trade depression and lack of money, economy will be forgotten in the desire to perfect the lighting arrangements. Preparations for spring cleaning will include new fixtures, new shades, an extra light here, a stronger candle power there, and so on. Work on buildings held up by the severe weather of the past few weeks will resume with greater vigor than ever and gas and electrical supply houses will feel the revival at once. There seems to be an opinion that this year will see a falling off in large lighting contracts, owing to the shelving of many big building propositions, but if this proves to be the case—and we are not certain that it will be so—there will be no diminution so far as the smaller contracts for dwelling houses are concerned. Indications point to the fact that the demand for dwelling houses will be greater than ever, and where there is a demand the supply will make every effort to meet it.

* * *

The development of artistic tendencies in the character of the lighting arrangements of to-day is evidenced from the many chaste designs that are seen in the various stores. The electrical and gas fixtures, as well as the oil lamp, are now most tasteful in design, and so many different patterns are on the market that no difficulty exists in procuring a fixture, or a lamp that will harmonize with the general effect of a room or hall. Especially is this so with electric light fittings. Of the many quaint and beautiful designs that have been produced, one of the most effective, and certainly one of the most popular at the present moment, is the square shaped fixture and globe, to match the mission style of furniture to be met with in every direction. The result of an entirely mission setting is most pleasing to the eye.

* * *

A new device to be put upon the Canadian market by Scott & Rubenstein, Montreal, is one to do away with the worry attached to bells and annunciators —the continual getting out of order of the batteries. It is impossible to place reliance upon the present system. The batteries are not guaranteed in any way, their lives may be short or long, and with their employment the electrician is constantly a visitor to the house. The new device is a low voltage transformer enclosed in a neat cast iron box which can be easily affixed to any of the electrical lighting wires of the house, thus doing away with the necessity of a battery. So long as the house is supplied with power there is no fear of the bell or annunciator refusing to act. A small incandescent lamp is fitted to the device, and acts as a trouble finder. When anything goes wrong with the circuit, the lamp lights up and it is thus easy to locate the bother. When the bell refuses to ring, and the lamp at the same time is not illuminated, then there must be something wrong with the door button, or some minor fixture. The transformer is easily affixed and is practically indestructible. It is also inexpensive, while the cost of running it is practically nothing.

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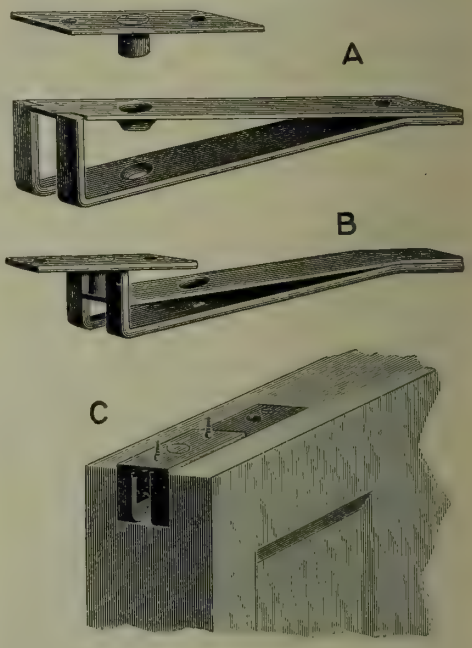
A novel electrical table fitting has been patented in England. It is a self-contained arrangement designed to do away with the tangling tendencies of the usual flexible wire leads of portable fittings. The cord is contained within the base of the standard lamp wound upon a very simple form of spiral reel. Any desired length of cord can be run out from the base of the standard, and upon a release button being pressed the cord is again returned within the standard by the re-wind action of a spring. The contrivance operates like the usual spring tape measure, and its simplicity insures reliability.

* * *

Direct lighting by gasolene has made great strides recently in the States. These lamps are now used not only in the smaller communities and rural districts where facilities do not exist for a gas or electric light plant, but in cities where this competition has to be faced. The system is now considered safe, efficient and economical. A few years ago, when direct lighting by gasolene was first introduced in rather a crude state, a number of states legislated against it as dangerous. To-day all such adverse legislation has been done away with, because the light is considered as safe as any other. Statistics now prove that with the same amount of precaution used in burning other lights, gasolene is as safe to use as gas, kerosene, lamps, or electric lights. Each burner has its separate generator, which is usually placed just above the light. Heated by the light itself, the generator changes the gasolene as it passes through it into gas fit for burning on the mantles. The generator is a brass or copper tube packed with copper cable or asbestos, as the case may be, with a brass gauze attachment at the end. As the gasolene enters this tube it vaporizes and in the form of gas spreads over the mantles and makes a strong light. It is impossible for the raw gasolene to reach the mantle when burning. The gasolene tank or reservoir is placed in any part of the building, and driven by compressed air, the gasolene passes through a copper alloy tube to each light. A few strokes of an air pump, attached to the tank will make a sufficient air pressure to run the system for a period of from one to two days.

NEW DOOR HINGE.

The Standard Manufacturing Co., of Shelby, Ohio, are offering to the trade their new spring pivot for top of door which is used in connection with their "Champion" and "Standard" double acting spring floor hinges already known to the trade. With this spring pivot applied to a door the same can be set in place or taken down in the shortest space of time. Parts marked "A" in cut illustrate the two parts composing the pivot; the one showing the pivot pin which is placed in the head jam of the door frame and the other into the top corner of the door. The illustration marked "B" in cut shows how the two parts are coupled together when hanging a door; the spring is pressed down to admit the pivot pin through the slot at the edge of the door and when



the pin comes opposite the hole in the spring part it will enter and the spring will go back to its normal position, as shown in cut marked "C." The company have made application for patent on their new device and are the sole owners and manufacturers.

A NOVEL KNIFE.

Among the many new sporting articles in the market is one which is being introduced by the St. Lawrence Sporting Goods Co., Montreal. This firm is sole agent in Canada of a knife which is practically a tool chest in itself. No thicker than many a three-bladed knife, only 3½ inches in length, and weighing but 3½ ounces, the knife contains two ordinary blades, a can opener, a saw, a pair of scissors, a screwdriver, and an ice pick. Another knife, instead of having the saw and scissors, has a shell extractor for 12 and 16 gauges. The usefulness to the sporting man, and to the camper, of such a knife, not only for the tools carried, but also for its handy dimensions and chain hook, is apparent. The dealer who is on the lookout for the new ideas that constantly appear in the market, not only helps forward his sales, but attracts attention to his store.

CHANGES IN SHOPS ACT.

The new shops act introduced into the Ontario Legislature last Friday by Hon. Nelson Monteith, Minister of Agriculture, will cause much additional work for the nine provincial factory inspectors. The act provides that no children under twelve years of age may be employed in shops, and consequently these inspectors are now working under a new system. The entire province is now divided into d'stricts, and each man is assigned to a district.

In this connection it is understood the Government are considering the advisability of another amendment to the shops act, making it unlawful for boys under sixteen years of age to be employed in delivering goods with vehicles.

This section, if passed, would probably mean that a good many small grocers would have to secure delivery boys of a more mature age.

A LESSON IN SUBSTITUTION.

A group of wholesale grocers were the other day discussing how far a merchant could go in offering another line of goods to a customer than that which had been asked for.

"It is a dangerous thing," said one of them. "I learned a lesson to this effect a good many years ago. I was in a drug store waiting for my turn to be served. A customer came up and asked for Blank's pills. The kind he asked for were being cut a great deal in price by the department stores, and while the druggist was in the act of wrapping up the pills asked for, he suddenly though of a kind which had been put up for his own store and on which he made a better profit. He told his customer that he had another kind in stock which he thought were even better and could be obtained at a better price. "Haven't you any of Blank's pills?" quietly asked the customer. "I have," said the druggist. "Then give me Blank's pills," replied the customer, in a frigid tone. That druggist told me years afterwards that he had never forgotten it and was always now very careful when he offered to substitute a line of goods for that which had been asked for. "And," concluded the wholesale grocer, "I have never forgotten it either."

"After all," remarked another of the wholesalers, "a great deal depends upon the tact of the salesman when an effort is being made to offer a customer a line of goods other than that asked for."

The wise salesman always considers the good will and respect of every employe with whom he comes in contact in his customer's establishment, but this does not mean that it is necessary for him to flirt with all the lady clerks.

Too much rest means rust.
Don't overcapitalize yourself.
Don't gulp your pleasure—sip it.
In the open is the only place, after all.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Hustling agents to sell Weldarine, the only compound that will weld cast-iron, making the joints stronger than the original metal; tremendous demand. Will sell to responsible parties the rights for Ontario and Quebec. Weldarine Agency Company, D.S. Morgan Building, Buffalo, N.Y.

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

AGENCY WANTED.

WANTED ONTARIO AGENCY for stoves, hardware specialties, refrigerators, metal beds, etc., manager of a large manufacturing establishment is opening an office and sample room with storage facilities in Toronto, March 1st; has large experience, thoroughly acquainted with the trade, two traveling salesmen, and out for business. Will be pleased to interview or correspond with any firms open to be represented in above lines in Toronto and Ontario on commission. Address S. & Co., HARDWARE AND METAL, Toronto. (9)

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Cornice brake, 8 feet. Give full particulars with best price. Box 698, HARDWARE AND METAL, Toronto. (9)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. (10)

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

WANTED by April 1st practical man who can superintend the erection of steel water works stand pipes and push the work along with dispatch. Must be experienced man, sober and reliable and be able to furnish recommendations from reliable firm he has worked for. Apply Box 695, HARDWARE AND METAL, Toronto. (10)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Set of tinsmith's tools complete; great bargain for cash. For particulars write. W. A. Matthews, Cannington. (4)

FOR SALE—Set of tinsmith tools complete, great bargain for cash. For particulars write Box 132, Vankleek Hill, Ont. (7)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—By experienced hardwareman, position in first-class retail hardware store or in wholesale house. Good Winnipeg references. Box 2, HARDWARE AND METAL, Winnipeg. (10)

A1 TINNER wants situation as traveling salesman for A1 line of stoves and furnaces; no other need apply. Thos. Hamilton, Brinston, Ont. [8]

BUSINESS CHANCES

PARTNER WANTED—To take half interest in a good new hardware and harness store; location, Saskatchewan; would like one with some experience as harness-maker, and invest about $2,000 in money; will give full particulars on application. Box 694, HARDWARE AND METAL, Toronto. (9)

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

A GOOD line hardware, stove and tin business in Ontario. Box 699, HARDWARE AND METAL, Toronto. (10)

PARTNER wanted to take half interest in hardware business. Must have some hardware experience and invest $1,500. Box 688, HARDWARE AND METAL, Toronto. (10)

MANUFACTURERS of standard reputation in hardware and metal branches, who desire to be represented by New York agent, will address "Domestic and Foreign," care of HARDWARE AND METAL, Toronto. (12)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE, stove and tin business in one of the best manufacturing towns in Ontario; stock nine thousand; clearing two thousand yearly. Principals only dealt with. Address Box 693, HARDWARE AND METAL, Toronto. (8)

HARDWARE business for sale in live town near Toronto; established over 30 years; includes store building and tinsmithing department; good reasons for selling. Box 686, HARDWARE AND METAL, Toronto. [8]

FOR SALE—A well-established hardware, tinware and furniture in a good town in Ontario; stock about $6,000; yearly turnover about $16,000; satisfactory reasons for selling. Apply Box 681, HARDWARE AND METAL, Toronto. (8)

HARDWARE and tinware in good growing village. Stock about forty-five hundred. Turnover ten to twelve thousand, easily increased. No opposition. Building for sale or rent. Death of owner. Principals only dealt with. Box 696, HARDWARE AND METAL, Toronto. (9)

Business for Sale

AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

McLENNAN, McFEELY & CO.
Limited
VANCOUVER, B.C.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, Feb. 28, Room 511, Union Bank Bldg, Winnipeg, Man.

Spring business, owing to the prevailing mild weather, is opening with a rush and wholesale houses are finding the volume of sales considerably larger than was anticipated two or three months ago. The outlook for new building is perhaps not so bright as a year ago, but with the early opening of spring it is expected that sales of building supplies will show a satisfactory increase. Country collections are showing considerable improvement.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process. List Feb. 1, 1908, Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ⅜ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37¼c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38¼c and No. 10, 41¼c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21.00 per dozen; 7¾ to 8¾, $23.00 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 22c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10¾c.

Rope—Sisal, 10½c per pound, and pure manila, 14½c. British manila, 11½c.

Building Paper—Anchor, plain, 60c; tarred 62½c; Victoria plain 67½c; tarred 84c; No. 1 Cyclone, tarred, 81c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $4.50; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60, 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 24c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 67c; Calgary, 79c; Lethbridge, 79c; Edmonton, 80c; boiled oil, 3c per gallon advance on these prices.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Hanger for Tinsmiths.

The Ferdinand Dieckmann Co., Cincinnati, Ohio, have issued an attractive hanger descriptive of the stove pipe and patented elbows made by tme company. The folder contains numerous cuts in addition to the descriptive matter used and is valuable for reference as to prices and styles. By mentioning this paper users of this class of goods can secure a copy for reference.

National Food Chopper.

The National Food Chopper is the topic discussed by the Grace & Colwell Manufacturing Co., Syracuse, N.Y., in an attractive booklet. The work is carefully compiled and contains cuts of the different choppers and parts manufactured by the above company. At the back of the booklet a number of

reasons are given which prove the success of the National Food Chopper. Mention this paper when sending for a copy.

Paint Folder.

The Canada Paint Co., Limited, Montreal, have issued a small folder, bearing the picture of a young lady returning in an automobile from purchasing a can of the company's paint. On the insides of the folder a number of the company's brands are described. The folder will be helpful to retailers selling their company's lines.

Hardware Specialties.

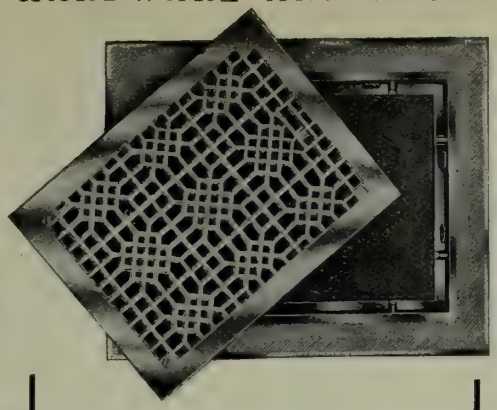
An attractive catalogue has recently been received from the Forsyth Manufacturing Co., Buffalo, which deals with bath room accessories, molding, hooks and garment hangers manufactured by this firm. The book is attractively compiled and contains numerous cuts with descriptive reading regarding each line shown. Copies of the catalogue will be sent on request by mentioning this paper.

Vises and Tools.

A handsome catalogue has been issued by the Reed Manufacturing Company, Erie, Penn., describing lines of machinists' and woodworkers' vises, dies, pipe cutters, pipe taps, pliers, wrench and mowing machines made by this company. The book is well edited and the descriptive matter is shown up by numerous attractive cuts. A special feature of the catalogue is a handsome cover which shows a mechanic at work in the shops. The figure is raised and lies against a background of gilt which gives an attractive appearance.

McClary's Spring Catalague.

The McClary Manufacturing Company, London, have issued a new spring catalogue which contains a completed list of the company's numerous manufactures and incidentally marks the sixtieth anniversary of the firm. The new catalogue contains 98 pages more than any previous issue and each page is attractive and contains cuts of all goods described. A special feature of the new book is the simple manner in which each different line may be found, it being arranged with a thumb index which marks the pages used for the display of each individual line. Another good point about the catalogue is the arrangement of the cuts long the outside margin of each page thus giving the book a much more uniform appearance than if scattered over the pages. There are 17 different departments to the book which should prove invaluable to all hardware merchants, stove dealers and plumbers. The McClary Company have also issued two separate booklets, one giving details on the company's gas stoves and ranges and the other describing "Samson" brand milk cans and can trimmings. Any or all of the catalogues will be sent on request by mentioning this paper.



"Short Notice" Orders

are our specialty.

¶ We have in stock all sizes and styles of floor registers and borders for warm air—flat and convex faces for cold air. The above cut shows our handsome

"Standard" Register

¶ Black Japan is the usual finish, but you may have them in any special finish desired.

¶ When you order from us you can rely on getting the right goods at the right price—and you can rely on getting them delivered promptly.

Send us that order you want filled in a hurry!

Pease Foundry Co., Ltd.,
TORONTO

Pease-Waldon Co., Ltd.,
WINNIPEG

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U.S.A.

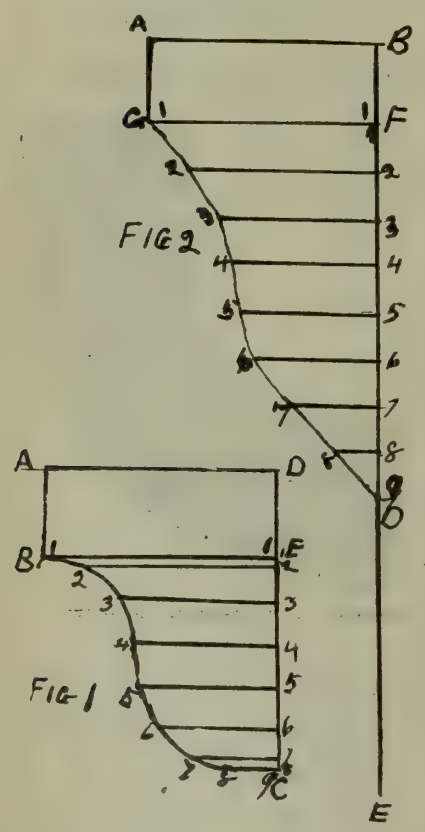
Heating and Housefurnishings

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department. Questions Regarding Patterns Will Be Answered by Experts Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

MITRE JOINTS FOR GUTTERS.

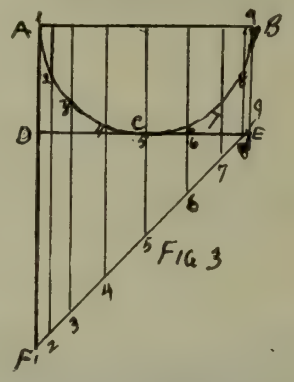
To describe a pattern for a mitre joint for an O.G. gutter at right angles let "A.B.C.D." (Fig. 1) be the given gutter. Divide the curved line "B.C." into any number of equal parts and from these points draw lines parallel to "A. D." as 1, 2, 3, etc. Then set off the right angle line "A.B.E." (Fig. 2) and make "B.F." (Fig. 2) equal to "A.B." in Fig. 1. Draw the line "C.F." parallel to "A.B." and make "A.B." and "C. F." (Fig. 2) equal in length to "A.D." (Fig. 1) and draw the line "A.C." Make "F.D." (Fig. 2) equal in length to the curved line "B.C." (Fig. 1) and set off on the line "F.D." (Fig. 2) the same



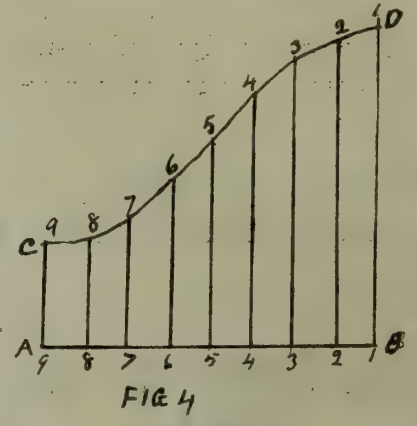
number of equal distances as there are in the curved line "B.C." (Fig. 1). From the points draw lines parallel to "C. F." as 1, 2, 3, etc. Make "C.F." (Fig. 2) equal to "B.E." (Fig. 1), also each of the parallel lines bearing the same numbers, as 1, 2, 3, 4, etc. Make "D. E." (Fig. 2) equal to "C.D." (Fig. 1). Then a line traced through the points will form the pattern.

Joint for Semi-circular Gutters.

To describe a pattern for a mitre joint at right angles for a semi-circular gutter, let the semi-circle "A.C.B." (Fig. at right angles for a semi-circular gutter. Draw the line "A.B." Draw the lines "A.F." and "B.E." at right angles to "A.B." Draw the line "D.E." parallel to "A.B." and make "D.F." equal to "A.B." and draw the line "F.E." Divide the semi-circle into any number



of equal parts and from the points draw lines parallel to "A.F." as 1, 2, 3, etc. Then set off the line "A.B." (Fig. 4) equal in length to the semi-circle "A.C. B." (Fig. 3). Erect the lines "B.D." and "A.C." at right angles to "A.B." Set off on the line "A.B." (Fig. 4) the same number of equal distances as there are in the semi-circle (Fig. 3). From the points draw lines parallel to "B.D." as 1, 2, 3, etc,, and make "B.D" (Fig. 4) equal in length to "A.F." (Fig. 3), and "A.C." (Fig. 4) equal in length to "B.E." (Fig. 3). also each of the parallel lines bearing the same numbers as 1,



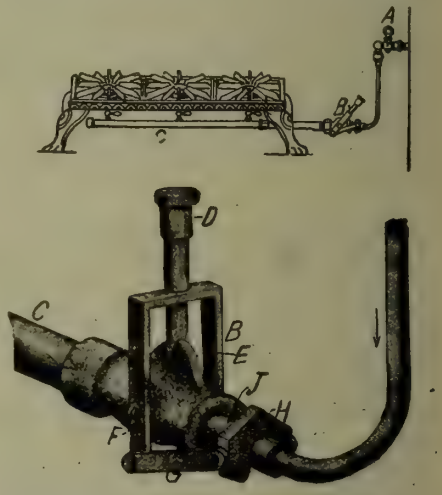
2, 3, 4, etc. Then a line traced through the points will form the pattern required.

W. M. M.

Too many dealers think the range and cook business is ended for the season. It never ends. You can sell ranges twelve months out of the year if you work.

SAFETY CONNECTION FOR GAS STOVES.

The customary method of connecting a gas stove with the gas supply pipe by means of a flexible tube is open to serious objections. The connections are apt to work loose, or the rubber deteriorates, causing a leak, and when the gas is turned off at the stove the pressure in the tube is liable to force one or the other of the connections off its nipple, allowing the gas to pour into the room. Furthermore, the flexible tube is liable to come into contact with the hot stove and be burned. To obviate these difficulties, it is proposed to use a metallic connecting tube, and a recent invention provides a simple means for connecting this tube at one end to the the service pipe and at the other to the stove. In the accompanying engraving the connecting pipe is shown attached to the gas supply pipe by means of a swivel coupling (A) of well-known type. At the opposite end the pipe is coupled to the supply pipe (C) of the gas stove by means of a simple mechanism (B). A nipple formed with a tapered opening is threaded on to the pipe (C). Pivoted to this nipple is a bifurcated lever, proviaed with a central pin which is adapted to engage a cam (E) formed on the nipple.



Safety Connection for Gas Stoves.

The lower ends ((F) of the lever are connected by links (G) to a yoke (H). The latter bears against a shoulder on the tapered head (J) of the connecting pipe. By swinging the lever (B) toward the right, as shown in the engraving, the crosshead (H) draws the head (J) into firm contact with the nipple, thus coupling the connecting pipe on the stove supply pipe. The pin which bears on the cam (E) is pressed into engagement therewith by means of a spring in the cap (D). The cap is threaded to the shank of the lever, so that it may be adjusted to regulate the tension of the spring. It will be evident that this method of coupling prevents the parts from working loose, and to avoid tampering with the coupling the cap (D) may be firmly screwed down, so as to exert a strong tension upon the pin and

make it difficult to throw the lever to the release position. The inventor of this gas connection is Herman E. Loebe, 49 Greenville avenue, Jersey City, N.J.

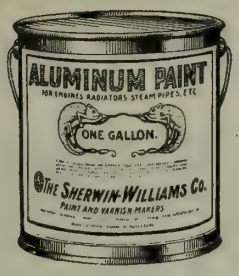
DAMAGED STOVE SHIPMENTS.

Once in awhile the retail hardware dealer finds a shipment of stoves down at the depot in a damaged condition. Stoves are built to stand all the hard usage they can possibly get in the kitchen or wherever they are set up but sometimes the freight handlers are too much for them. They are subjected to strains which they were never intended to withstand and when the drayman drives down to take them up to the store he finds them in bad order.

When this occurs don't get mad at the manufacturer. It is not his fault. The dealer who is not well posted as to the responsibility for shipments will in many cases refuse to have anything to do with stoves which arrive in a damaged condition. He returns to the store and writes the manufacturer that the stoves are damaged and he will not receive them and that it is up to the manufacturer to take charge of the shipment. The proper thing to do is to immediately receive the shipment, having the agent make a proper notation on the expense bill of the breakage. The necessary repairs should then be ordered from the factory and when they are received the stoves should be put in good condition, an account being kept of the labor necessary to repair them.

The amount of freight paid on the repairs should be added to this and a bill presented to the railroad company for the full amount of the damage. The two expense bills, one showing the condition of the shipment when it reached its destination and the other the freight paid on the repairs, should be attached to the claim. The railroad companies will entertain such a claim. If the merchant prefers to have the claim handled by the manufacturers he can send the necessary papers to them and they, through their claim department, will usually handle the matter in the most expeditious manner.

There are some merchants whose minds are not quite clear as to responsibility for shipments. Your goods are bought f.o.b. place of shipment. They are delivered to the buyer at place of shipment. Title of the goods passes to the buyer as soon as delivery is made to the carrier, and the carrier is an agent of the buyer to deliver or carry these goods to him. When goods are sold f.o.b. there is no presumption that the seller is to place the goods in the buyer's store or depot of his town, or that he is in any way responsible for safe delivery. His responsibility ceases upon obtaining a clear receipt from the transportation company of a delivery to them of the goods in good condition.—Hardware Trade.



Aluminum Paint is a Good Spring Seller

When housewives do their "Spring House-cleaning" they want to brighten up radiators, hot air registers, gas and electric light fixtures, steam and water pipes, water boilers, furnaces, stoves, mail boxes, picture frames, etc.

Here's your opportunity. Urge them to brighten these things up with a coat of

SHERWIN-WILLIAMS ALUMINUM PAINT

Tell them how they can make these things look bright and clean at a small outlay of time and money. Have a little Aluminum Paint Campaign—advertise—trim your windows—talk the goods—display them on your counters—*all at once*. *You* tell the people how little money it costs to brighten up the little things, if they come to *your* store—and watch business grow.

Be sure to have plenty of Sherwin-Williams Aluminum Paint in stock.





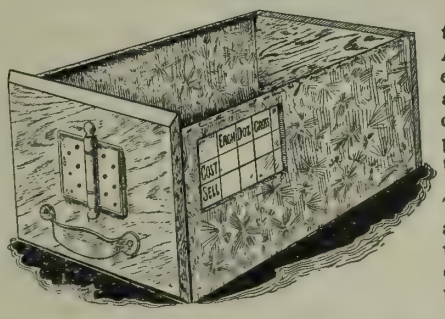
THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

819

Some Goods Sell Themselves



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

Write for Price List and Full Description.

SOLE MANUFACTURERS:

Cameron & Campbell, - Toronto, Ontario

Making and Recording Estimates

The Advantages of Using More Care and Accuracy Emphasized by Arthur W. Massy, An Architect in Building Management.

Assuming that as a class contractors are thoroughly practical experts, let us consider what supplementary assistance consisting of books, etc., is at their command, as an adjunct to their practical knowledge and experience, which will help and guide them in making a complete and safe estimate of each and every item of material and labor.

First, there are excellent and valuable books in the market on the subject of estimating, written by men of acknowledged ability and experience. These works treat upon all the various materials required in the construction of a building, from the foundation to the finals on the roof. They teach how to compute the quantity of material required in any one item of work, and also how many hours or days of labor will be required to complete that one item. The price of materials and labor is purely a local matter.

Second, there are also a great many valuable technical books, trade journals, etc., published, treating upon the principles of mechanical construction work, etc. From these they obtain very valuable information upon the various problems of general building construction, assisting them in performing many of the intricate and difficult mechanical operations connected with modern buildings (which are continually coming up to perplex the expert contractor), in the most economical, expeditious and successful manner. Especially is this true of the various trade journals, for they certainly lend the contractors far more real and valuable assistance than can come from any other source, because they bring them in constant touch with most approved, up-to-date and practical methods, data, etc., together with an exchange of appreciated new ideas, new experiences, in meeting practical building problems, from men in other fields of building activities, where the market conditions of materials and labor are different.

Third, in addition to those publications, there are thousands of valuable labor-saving catalogues, issued by the various manufacturing establishments throughout the country, which can be obtained gratis for the mere application for a copy. Many of these catalogues are really works of art; some contain additional technical information, tables, etc., which are useful to the contractors, and nearly all contain some fine descriptive illustrations and styles, patterns, with a price, and a catalogue number accompanying each article or class. These are intended to assist buyers in ordering goods, and in getting estimates on such materials as may be required, and also to prevent mistakes and confusion which might occur in a long written description of the ordered goods. And also by the use of those numbers, and telegraphic codes they are saved hours of tedious labor in writing long descriptive letters of articles wanted.

Some of the above class of publications, and many more besides, may be found in the office of every contractor.

With this valuable data always at hand to help and guide them in making an estimate, for saving so much of their time, and supplemented by the personal practical experience of the contractors, it would seem that it would be almost impossible for an experienced contractor to make a mistake on the wrong side of a contract, or at least a serious one.

It is a well known fact among architects and builders from Maine to California that where several contractors are estimating on the same work, from the same plans and specifications, and under the same local conditions, no two estimates are alike. Again take the same parties estimating on another job and under similar conditions, those who were too high in one case will be too low in another, and vice versa.

This clearly proves that the discrepancies and differences between estimates by the same contractor, are not due to mere casual mistakes, which may occur to anyone, or to inexperience or incompetency, because they may and do occur among the more intelligent, as well as among the less informed contractors. But it most certainly does prove that carelessness is more responsible for failures than anything else, because they do not give themselves sufficient time to calculate all of the individual items of materials, labor, cartage, etc., and their cost. Consequently they resort to clustering a number of items together under one head, allowing so much for possible materials, and so much for possible labor, and which is they trust too much to memory, resulting in repeating or omitting many important items, because they become confused and uncertain as to whether they had, or had not calculated them. Another item which often escapes their memory is cartage, which includes freight, etc. These items often amount to considerable, during the course of the construction of a building, and need careful consideration like other matters of cost.

HOW HAMMOCKS ARE MADE.

Before the advent of labor-saving machinery the making of a hammock was something of a task, and the finished product more serviceable than ornamental, writes G. F. Ellsworth, in the Sporting Goods Dealer. Armed with mesh stick and needle, the workman would proceed to laboriously net line after line of mesh, after which the hangers would be attached by hand. The operation resulted in a hammock that would hold a Jumbo, but from an artistic standpoint left much to be desired. In the towns along the coast practically every man, woman and child understood "netting" and if a hammock was found to be needed, it was manufactured at home during the long winter evenings. It requires more patience than skill and at a cost of a couple of dollars any one can construct a hammock that will last several generations.

The artistic, salable article of the present day, with its bright colorings, attractive curtains and comfortable headpiece, is turned out in large quantities at the rate of about 45 minutes per hammock, and is quite an interesting operation. Before taking up the mechanical process, we might say that hammock manufacturers generally put out from ten to a dozen new designs each season. The number of colors to be used is entirely at the discretion of the designer, four or five being a fair average, and a line of sixteen numbers, varying in price from about $4.50 to $36, will give some faint idea of the opportunity afforded the buyer to pick and choose. In addition to the regular lines, priced as above, most factories have a demand for a cheaper grade of goods, upon which, however, they rarely put their trade mark. The reason for omitting their sign manual is obvious and need not be dwelt upon at this time. The difference in prices is affected by the weight of the yarns, the intricacy of the design, the valances, the pillow, etc., etc. The sense of touch is sufficient to allow even a novice, entirely unfamiliar with the business, to distinguish the various grades, as weight and weave are very important items in figuring cost. Before proceeding with the actual manufacture of a hammock, the yarns, which are bought uncolored, must be dyed in the various shades and colors called for by the design. This is done in large vats, about the size and shape of a watering trough. The dye was first mixed thoroughly in a pail, and then poured into the vat, after which the yarns were thrown in and allowed to soak for an hour. The yarn is then removed from the vat to a drying room, hung on poles and allowed to remain there in a dry, warm atmosphere for three or four days. After the skeins are dry the work of winding upon spools and bobbins commences. Right here we are introduced to a near-human machine which winds fifteen or eighteen bobbins at a time, and immediately and automatically stops when any one bobbin is full, continuing the remaining bobbins until they too are full. The rigging of the loom with all the colored yarns to be used in that particular hammock must be appreciated. It requires skill and experience to do this properly, after which the loom is started and the bobbin, dancing from side to side, rapidly, untiringly, soon shows us the design in all its beauty. Here the machine is stopped while the designer takes a look at his handiwork. If all is well the loom is again started, and in a comparatively short time the body of the hammock is completed. A first-class hammock is made with a four-ply warp and a three-ply web, though there is considerable difference of opinion on this subject, and some manufacturers claim that a good article can be made with a three and two-ply combination. At all events it is generally admitted the warp and web mentioned is all right. In the better grade of hammocks the valances are made separately and sewn on. When this is done the two are made at once, a knife in the centre of the loom cutting them apart as fast as they are completed. It is possible to make the hammock and both curtains on the same loom, though this is not generally done, except for the cheaper lines. The weaving having been finished, the end cords are attached, the pillow and valances sewn on and the hammock is ready for inspection by a man employed for this work, and shipment.

It's better to be fresh than stale—but don't get too fresh.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON

Prompt Shipments.
Finest Quality.

A. C. LESLIE & CO.
Limited
MONTREAL

Barn Roofing

Fire, Lightning
Rust and Storm Proof

Durable and
Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

You Must Pull the Trigger

or there will be no discharge. This is the *one* revolver that cannot go off by accident. We make the kind that discharges when you want to shoot and not before. One million six hundred thousand have been sold and not an accidental shot. As handsome a revolver as is made; in a number of styles and several sizes. As safe as a spiked cannon, but as full of business as a hornet's nest.

TRADE MARK
IVER JOHNSON

Hammer the Hammer
Accidental Discharge Impossible

Remember, these goods are never sold by mail where a dealer will supply them. You guarantee them and we stand back of your guarantee. The owl's head on the grip and our name on the barrel attest the genuine.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles



OILED AND ANNEALED WIRE

Our wire is made to suit the needs of those requiring a good strong, serviceable fencing wire.

Made from a first class quality of rods, carefully annealed, and a good coating of oil applied, which dries and hardens, leaving a smooth and easily handled surface.

Made in both large and small diameter coils.

We also make and can ship promptly all sizes of FENCE STAPLES.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The new dam at Chaudiere Falls will be built this year at a probable cost of $150,000. The dam will be constructed of concrete and steel.

The Dominion Bridge Company, of Montreal, has secured the contract for the steel superstructure of the Redwood bridge across the Red River at Winnipeg. It is expected the work will be completed by next fall.

The annual meeting of the Durham Cement Company was held at Toronto this week. The meeting proved stormy for various shareholders but ended in the re-election of last year's officers. A dividend of 5 per cent. was declared.

The Dominion Iron and Steel Company, of Sydney, C.B., which has recently purchased the iron mines at Lepreaux from the New Brunswick iron Company, may build a smelter at Lepreaux this year. The mines will be worked to their fullest capacity.

The International Cement Co. held their annual meeting at Ottawa this week. The treasurer's report shows gross earnings for the year to be $269,022.51, out of which a dividend of ten per cent. was declared. The output of the works will be increased to 2,600 barrels per day.

Building Notes.

R. Lankin, Toronto, will erect residences to the value of $6,500.

A new Central School will be erected at Paris this year to cost $45,000.

The Baptists of Hamilton will build a new church this year to cost about $20,000.

The Roman Catholics of Belleville have made arrangements to build a $40,000 school building.

Wesley Methodist College, Winnipeg, will build a new ladies' building this year to cost $100,000.

A new Y.M.C.A. building will be erected at Vancouver in the near future at a cost of about $250,000.

The Salvation Army, Toronto, will make alterations on dwellings situated on Church St., at a cost of $4,000.

The Ontario Powder Company have started rebuilding the plant at Tweed, which was destroyed some weeks ago. The new buildings will cost about $25,000.

Railway Construction.

Col. J. M. Gibson, Hamilton, stated this week that an underground route for the proposed radial railway into Toronto was preferred, although the cost would be about $2,400,000.

The piers for the new C.N.R. traffic and railway bridge at Prince Albert are almost completed, and it is expected that this part of the work will be finished by March.

The Dominion Atlantic Railway will construct a branch between Canning, N.S., and a point north of Berwick. The branch will be known as the Northern Mountain division of the above road.

A new railroad, the Quebec & Saguenay connecting St. Anne de Beaupre and Tadousac, a distance of 120 miles, will be started this year. A syndicate composed chiefly of Montrealers, with a capital of $5,000,000, has been formed to construct it.

Companies Incorporated.

The Gillette Safety Razor Company, of Canada, has been incorporated with head office at Montreal, to manufacture all parts used in the construction of the company's razors. The capital stock of the company named is $250,000.

The Canadian Crocker-Wheeler Company, Limited, with head office at Montreal, has been incorporated with a capital stock of $250,000. The company rights include the manufacture from metals of all lines of hardware, machinery and farm implements.

The Oneida Lime Company, Limited has been incorporated with a capital of $20,000, to manufacture and place on sale lime, cut stone and all kinds of building material. The head office of the company will be at Hamilton and the provisional directors named are: Walter Anderson, Alfred Ward and W. B. Anderson, all of Hamilton.

The Soo Copper Co. Limited, has been incorporated to mine copper in the Algoma district near Sault Ste. Marie, Ontario. The new company already hold property in the above district and have a capital stock of $1,000,000. The head office of the company will be at Windsor, Ont., and the provisional directors are: E. M. Day, A. C. Peoples and C. E. Day, all of Detroit, Mich.

The Loughborough Mica Company, Limited, has been incorporated to deal in minerals and to buy and sell mineral properties. The head office of the new company will be at Toronto and the provisional directors named are: E. J. Dignum, A. S. Rogers, L. E. Auston, William Williamson and Henry W. Williamson, all of Toronto. The capital stock of the new company is $20,000.

The Imperial Stove Works, Limited, has been incorporated and will engage in the manufacture of stoves, furnaces, gas and electric stoves and heaters and agricultural implements. The head office of the company will be at Morrisburg and the provisional directors of the company named are: Andrew Broder, Salem Coons, Irwin Hilliard, William Duke and James Ferguson, all of Morrisburg.

A HARDWARE TRAVELER'S IDEAS.

"Traveler," Toronto, writes: I feel deeply interested at the questions asked and how they were answered at the Ontario Retail Hardware and Stove Dealers' convention, and also the way Hardware and Metal has written it up.

"I know for a positive fact recently where a traveler for a large wholesale jobbing hardware house went into a town of about 3,000, and sold a druggist his paris green, and also called on the other druggists in the same town and offered this commodity for sale. I know of another instance where another large wholesale hardware jobbing house called on a painter who has a small wall paper store and booked him a single barrel of boiled oil; still another case is that of a plate glass company's traveler selling two plates of glass for doors direct to the builder, and then called on the hardware merchant and wondered at him not wanting to buy from him. This state of affairs is very exasperating.

"On the other hand, some retail dealers (who are generally price-cutters themselves) will ask a traveling man, (especially if he is new on the road) a price on a certain article, and then when he quotes the price, he will say, I can buy ¼c better, just to see what kind of material the traveler is made of. Some travelers, I am sorry to say, are very thin-skinned on this point, and afraid the other fellow will get the business.

"Another bad habit is for a traveler to call on a retail dealer and guarantee a price so that he may secure the order. The merchant should be protected up to a certain point. For instance, a jobber buys ten carloads of wire (and the traveler has guaranteed the price) and he goes out and sells this wire and the price drops ¼c a pound, and the retailer comes back at the jobber and wants a rebate, he stands to lose a lot of money. I think the retailer should stand to lose his share, the same as the jobber.

"I saw a booked order for a certain line of goods recently, the first size being given about 7c above cost, and below prices guaranteed for all other sizes. This kind of business, I claim demoralizes trade and the man who stoops to do this kind of thing is not a traveler, but a peddler. No legitimate wholesale merchant will take advantage of a dealer, nor will they allow their travelers to do so. Some of the finest and best business men the country can produce travel the road and offer goods for sale.

"What is the matter with the hardware travelers getting together and forming a little association of their own and getting better acquainted with each other, and to try and maintain prices better in the future. We lack confidence, but I am sure Hardware and Metal will give us every possible assistance."

News of the Paint Trade

PAINT PROFIT AND FASHIONS.

The development of the means for handling paint have changed to a large extent in the past few years.

The old methods of handling paint, whereby a dealer kept an open keg of lead on hand and mixed up a quart or a gallon or whatever was wanted for a customer, which meant loss of time, often loss of temper, soiled hands and clothes, and no profit, have been displaced by machine-made paint, scientifically combined and made in a variety of shades covering a complete range of color combinations, put up in attractive sealed packages of different sizes.

There is a legitimate profit in selling this product and you have an opportunity to build up a business which you can enjoy in future years, as the prepared paint manufacturers generally appoint one dealer in each town as their exclusive agent and his sales rights are protected accordingly.

Mail order competition is a very important point for every dealer to consider. In some sections mail order houses are encroaching upon the dealers' business to a serious extent. The dealer who has spent years in building up a good substantial business, is not going to stand idly by and see outsiders take away the business that rightfully belongs to him. The support of a progressive, up-to-date manufacturer, with his sales assistance, advertising matter, and the education he is anxious to convey to the dealer in order to make a better market for his products more successfully by helping them gain a proper knowledge of their uses. This is of the greatest importance, not only in helping the dealer to successfully combat the competition of the mail order houses, manufacturers and jobbers doing business direct with the consumer, but also in increasing his business from year to year.

Now is the time for dealers, looking ahead to the future of their business, to consider all these points well. The manufacturer who assists you to promote your business, which means making more dollars every year, and who gives you a square deal in the way of quality and protection, is entitled to your greatest support and loyalty.

Styles or fashions, either consciously or unconsciously, permeate our whole existence. This applies not only to the present generation, but goes away back into the dark ages. Fashion rules the universe with a strong hand. We feel the need of following the lead of others in order to be up-to-date and alive.

Styles and fashions appeal to women with peculiar force—it is part of their lives. This is particularly exemplified by their dress. Once the style is set, a woman, or a man for that matter, is just as particular about the dress of the home as their personal dress. There are proper and improper ways of dressing the exterior of a home. As an outcome of many conferences, several color schemes or combinations best suited to different styles of architecture have been selected and will be exploited by paint manufacturers as the proper styles in painting for 1908.

Have You Got It?

There is full IMPERIAL MEASURE in every tin of ELASTILITE VARNISH we send out, and there is overflowing measure of good results to the merchant who sells it. It always pleases your customers, whether used on inside or outside work, and brings them back, not to grumble, but for more Varnish, and more of something else you sell.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

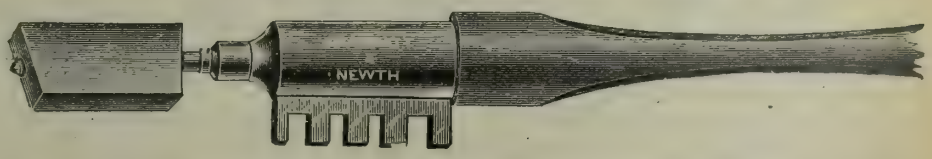
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Paint and Oil Markets

MONTREAL.

Montreal, Feb. 25.—The better conditions noted in our last week's issue seems to continue, and the grinders and manufacturers report a far better feeling in all classes of material. More life seems to be infused into trade generally, and it is thought that business will be fairly brisk for some time to come.

Turpentine—Nothing has developed to affect the quotations for this article and seeing that it is now about 25 per cent. cheaper than at this period last year, buyers show unusual hesitancy in filling their requirements. We continue to quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Linseed Oil—With the approach of spring some good shipments are being made. The market holds remarkably steady under the improved conditions which now exist. We continue to quote: Raw, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c; boiled, 1 to 4 barrels, 60c; 5 to 9, 59c.

Ground White Lead—Lower figures on some brands of pure lead owing to keen competition have done much to encourage buying, only, however, in a small way for immediate shipment, but some heavy bookings are reported for April and May. To meet prevailing conditions quotations have been cut 25c, and we now quote Government standard, $6; No. 1, $5.75.

Red Lead—Some fair orders have been placed. Prices are firm as stocks are not over abundant. We continue to quote: Genuine red lead, in casks, $5.75; in 100-lb. kegs, $6; in less quantities at $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

Dry White Zinc—Slightly higher figures are being quoted in Belgium, but they are not sufficient to warrant any change in local quotations. For the present we continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—There is no feature to note in this article. Shipments are very quiet, and inside decorating does not seem to be followed up vigorously during the cold weather. We quote: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Varnishes in packages are meeting with a better inquiry, being included in liquid paint shipments. Varnishes and japans for factory purposes seem to be quiet, and the manufacturers are still buying with great caution.

Putty—Putty is in light demand, only occasional shipments being made at the following quotations: Pure linseed oil putty, bulk, in 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case) $2.15; bladder putty, in barrels, $1.95.

TORONTO.

Toronto, Feb. 26.—Business throughout the country is fair and booked orders continue to improve. The market, as a consequence of keen competition, is a little unsettled and keen competition has led to a revision of prices in several important commodities. This state of affairs is not expected to last more than a few days, as with March orders for spring delivery should assume such proportions that any existing price-cutting will be stopped.

Turpentine—Prices quoted by jobbers and importers vary to the extent of 5 cents. Reports, however, from the south show an advance and local authorities are of the opinion that turpentine will soon regain the firm price which has characterized the market for some time. Stocks in Toronto are still low and shipments are arriving but slowly. The reductions quoted should tend to increase orders for spring business. We quote single barrels 72c. Less than barrels, add 5c per gallon.

Linseed Oil—This commodity is not much in demand at present, and competition for orders has resulted in a temporary reduction of prices. No changes have taken place in prices at the sources of supply and stocks are low. Shipments are arriving slowly and a sudden demand would exhaust the supply. We now quote: Single barrels 58c; 2 to 3 barrels, 57c; 4 to 9 barrels, 56c. Add 3c to this for boiled oil, f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms net, 30 days.

White Lead—The demand shows some improvement during the week, and prices continue firm. The stocks at present are low, but shipments are expected in the near future. We still quote; Genuine white lead, $6.25; No. 1, $6.

Red Lead—Prices remain firm and a fair amount of orders for spring delivery are coming to hand. Stocks are in good shape at present, and quotations remain: Genuine, in 100-lb. kegs, $6; genuine, in 560-lb. casks, $5.50; No. 1, $5.

Petroleum — The demand continues steady throughout the country and no changes in prices have occurred. Quotations remain: Pratt's astral, 17½c; water white, 15c, and prime white, 13½c.

Glass and Putty—There is no demand for glass and a revision of prices is expected. Putty is firm and orders for future delivery are satisfactory. Prices of putty remain: Bladders, $1.95 per 100 lbs.; less than barrels, $2.10 per 100 lbs.

Shellac—Prices are steady, and a good business for future delivery is under way. Prices remain: Pure white, in 5-gallon lots, $2.25; pure orange, $2, and No. 1, orange, $1.90.

Varnish—The demand is slow, but prices remain firm. Quotations are as follows: No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

ONLY APPLIES TO STATES.

The announcement made last week that the Sherwin-Williams Paint Company intended making a change in their method of packing paints was written in error, the change not applying to Canada, where the company has always sold their paints in paste form on a net weight basis, their process of weighing each package as it is being filled ensuring full quantity, both in bulk and weight. The February issue of S.-W.P., from which last week's article was taken, outlines the reasons for the change in the United States, experience in Canada having warranted the more extensive adoption of the system of packing used at present at the Montreal S.-W. P. plant.

Encourage Spring Painting

How?

Show the full range of

ENGLISH

LIQUID HOUSE PAINTS

Send for our new folders and attractive advertising matter, and look into our follow-up system

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., WINNIPEG
Distributors for Western Canada

ESTABLISHED IN 1796

English Varnish

For all Purposes

FALCON TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.



Welland, Ont.,
Jan. 25th, '08.

Messrs. Benjamin Moore & Co., Ltd.
Toronto Junction, Ont.

Dear Sirs:

In reply to yours of the 21st., I beg to enclose our card. We have both been working for Messrs. Racher & Hyatt for some time, but are now starting for ourselves, hoping to work up a first class business in House Decorating. I have used two barrels of your White MURESCO this past season, tinting the same to required shades, which has given general satisfaction—the new Bank of Nova Scotia building here, for instance, and through that expect to get contract for the walls, etc., of the Town Hall.

Yours truly,
ROBINS & GRIGGS.

YOU can sell "MURESCO" to all the painters in your locality, and make them your constant customers.

Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.

A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

Our Entire Travelling Staff

ISLAND CITY

is now out for business. One of them will doubtless see you, but in any event we will be glad to hear of your wants by mail and **will give the traveller credit** for any orders you may send.

Prompt Shipment always.

No order too large or too small.

P. D. DODS & COMPANY

Montreal

Makers of the "Island City Paint"—The Paint of Quality

WORLD'S LINSEED OIL MARKETS.

All available reports confirm the previous estimates on the increased acreage of flaxseed in Argentina. It is believed that the acreage this year is nearly 400,000 acres more than last year and 1,000,000 acres in excess of 1905-6. Despite all damage to the crop by weather, the surplus for export is sure to be very large—probably not less than 1,000,000 tons, which is an increase over the preceding year of about 12 per cent. This is the more significant as it is a comparison with a previous large year.

To counterbalance the big crop prospects in Argentina there is the decrease in the Indian seed crop as indicated by the despatches. What with a smaller acreage and poor condition the Indian crop may not afford more than 50 per cent. of its last year's export surplus. Probably the decrease in India will offset the increase in Argentina, but at any rate, there is not likely to be much difference from last year. In fact, Beerbohm, in his latest estimates, allows only 200,000 tons of seed to come from India in 1908 and 150,000 tons from Russia and America, so that if Argentina ships over a million tons there may be available in Europe a total of 1,450,000 tons, or 100,000 tons more than were absorbed by Europe in 1907.

The seed situation is of interest only as it concerns the oil markets, and vice-versa. In this instance it seems that the supply of seed will control the price of oil, but there is another and important factor in the present condition of the European oil market, which must be taken into consideration. Last year cottonseed and other oils were so much higher than linseed oil that the latter was at an advantage in European markets and oil consumers generally were enabled to absorb large quantities of linseed oil for purposes for which cottonseed oil is generally used. This year conditions are reversed and cottonseed oil is cheaper. That fact will be sufficient to account for a decreased demand for linseed oil and a correspondingly smaller outlet for flaxseed, with tendency to lower prices. It is only one factor in the situation but is a bear factor at best.—Paint, Oil and Drug Review.

GRAPHITE PAINT IN INCREASING USE.

Within the past decade there has been a radical change in the color of the coatings applied to railroad bridges, viaducts and other steel structures for the purpose of protecting them from corrosion and the elements. The change has been from reddish brown to grayish black. The reason for this, it is claimed, is that the most exhaustive research, theoretically and practically, has disclosed the fact that the natural form of carbon, graphite, is now recognized as the pigment best meeting all of the many and varied requirements essential to the production of paint that will effectually protect under all conditions the surface which it covers.

Graphite is an inert substance, absolutely unaffected by extreme heat, frost, steam, water, sulphur fumes, acids, alkali, brine or, in fact, by any climatic or chemical condition. These properties, together with its natural affinity for oil, its density, the ease attending its application and the resulting saving of labor, its remarkable covering power and the consequent reduction in first cost and last, but not least, its long life, which eliminates the annoyance and expense of frequent repainting render it the ideal paint for either the primer or weather coats. But to give this service in the greatest degree it must be pure, finely pulverized and thoroughly ground in the best of linseed oil.

SELL WALLPAPER NOW.

It is now time to give consideration to wallpaper. Why not do something to stimulate early buying in this department? Many persons are now planning the remodelling of their homes, and it would seem to be reasonable to assume that they would be interested in wallpaper.

There is no feature in a room that has such a happy influence as a suitable, well-selected wallpaper in colors that harmonize with the furnishing. There are many housekeepers who would at this time decorate the boys' room or the girls' room, if the suggestion was made.

Is it not an excellent time now for the decorators to introduce some of the latest types of decoration, having more time at their disposal than in the spring?

Is it not worth a determined effort to create this demand through the medium of attractive window displays, neat announcements and suggestions which can be supplemented by some business calls at the homes of possible prospects?

SOURCES OF ARSENIC.

Among the most important sources of arsenic may be mentioned the following. The silver mines of Saxony, Germany, those of tin and pyrites of England, arsenico-pyrites or mispickel of Spain, and auriferous mispickel in the Province of Ontario, Canada. The United States is said to consume more than one-half of the world's production of metallic arsenic, white arsenic (arsenious acid), orpiment, and red sulphide of arsenic. Spain in 1905 exported 1,750 tons of white arsenic to the United States and 246 tons to France. Germany produces the largest quantity of metallic arsenic and arsenious acid. England has fallen far behind, although it held the first place in 1902. In France there are three mispickel mines: Two in the Department of the Aude and one in that of the Puy-de-Dome. The production of these three mines in 1905 amounted to 3,117 tons.

Wise is the man who knows what not to say, and remembers not to say it.

"VERONICA"

COVERS WELL

The **VERONICA** is a soft rich green, of great covering power. It is very durable, and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of Wood and Metal Work. See that each package bears the name of **The Canada Paint Company, Limited.**

* * *

VERONICA IS A TRADE MARK

The **VERONICA** Blind and Shutter Green is made only by **The Canada Paint Company, Limited,** of Montreal, Toronto and Winnipeg. The word **VERONICA** is copyrighted as a Trade Mark with the Department at Ottawa, Canada.

* * *

VERONICA IS IN FOUR SHADES

The **VERONICA** Green is made in four shades, viz.:—Light, Middle, Deep and Extra Deep. Insist upon the **VERONICA**, as the undoubted superiority of this Green has led to imitations.

For Sale by All Hardware and Paint Dealers Who Desire to Increase Their Business.

Manufactured by

THE CANADA PAINT COMPANY LT'D

Any Paint Will Advertise You



Because everybody will look at it. But HOW will it advertise you? What are you selling? Does it bring you a good name or a bad one? You ought to know—don't trifle with it. Any paint trade in Canada to-day—your paint trade—can be increased by selling paints with a reputation.

RAMSAY'S PAINTS

will advertise you well, will give you a name—a distinctive name in the paint trade. They will bring you trade and profits. Let us show you the new Ramsay Paint cards and the ideas for advertising. They will help you.

Have you seen Ramsay's 1908 catalogue? Everybody should have one. It covers a great many money making lines.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

NEW ERA PAINT

leads in quality. It spreads far and evenly. It keeps its fresh appearance a long time. That's because New Era Paint is pure. You need no argument to sell New Era Paint. Every can of it is evidence of its high quality.

Order Some To-day!

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers of RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

HEADQUARTERS

FOR

Fine Brushes
Floor Stains and Finishes
Chamois, Gold Leaf, Etc.



SANDERSON PEARCY & CO., Ltd.
Toronto, Canada

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

EVERY CAN

Is a Splendid Advertisement !

It stands to reason, and has been proved in practice, that when you sell a really excellent article at a reasonable price, the public isn't long in finding it out. You will find the public ready to respond when you offer them

MOORE'S
Pure Linseed Oil H. C. PAINT

Every can proves it to be the best value in prepared paint on the market. The money which we might have spent in extensive advertising is in the paint. Result—better paint—lower price.

Benjamin Moore & Co.,
LIMITED

New Office and Works : TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick ; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

"Esco Products" Penetrate—Do Not Film

"Esco" water-proofs and damp-proofs cement, concrete, plaster, brick and stone surfaces, interior and exterior. One coat makes concrete impervious to moisture. Cement blocks coated with "Esco" will be made absolutely water-proof. "Esco" applied to the interior of brick walls prevents dampness penetrating the building. For waterproofing foundations, tunnels, cellars, etc., it has no equal.

Also, "Esco" Steel Coating, the greatest preservative for iron, wood or steel.

Local Agents wanted.

For circulars and other particulars apply to

Eadie-Douglas Co.

P.O. Box 438. **Montreal**

ALABASTINE

is the only Wall Coating which is extensively and persistently advertised to the general public and is what the people call for when they want anything in the line.

No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is *ALABASTINE THEY WANT.*

A well-selected stock of *ALABASTINE* is "as good as the wheat," for repeat sales are invariably the rule once the customer uses it.

Our publicity campaign for 1908 is sure to more than double the already large trade for *ALABASTINE.*

Our illustrated Catalogue, *"HOMES, HEALTHFUL AND BEAUTIFUL,"* handsome Counter Show Cards, Cloth Banners, Tint Cards and other literature, which we supply liberally with every shipment of *ALABASTINE* help the dealer to create new trade.

The new two-sheet Poster showing an enlargement of the illustration of the Dining Room in *"HOMES, HEALTHFUL AND BEAUTIFUL,"* which we propose posting in large numbers on all the Bill Boards in Canada during the Housecleaning Season will be a *"SURE WINNER."*

To any dealer who will promise to display and distribute this advertising matter, we will be pleased to send a complete outfit, free of charge, express prepaid, on receipt of request for same.

Get ready to supply the large and growing demand of *ALABASTINE* by ordering a full assortment either direct or through your nearest Jobber and *DO IT NOW.*

The Alabastine Co., Limited, - Paris, Ont.

3 Secrets of Success
Publicity-Popularity-Profit



The publicity given **Martin-Senour Paint** by its makers is a great factor in producing its wide-spread popularity. We are constantly advertising it in various ways. We are aiding our dealers by that most practical of all business methods—persistent advertising. The

Results Prove It

A healthy increase of trade follows, that brings extra dollars of profit to Martin-Senour paint dealers.

Write and ask us how we do it. Get our special agents proposition.

Write today; we will gladly explain.



The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paints

142-144 Inspector St., Montreal

2514-2522 Quarry St. and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

BOECKH'S CELEBRATED BRUSHES



are favorably known all over Canada.

They are "guaranteed."



UNITED FACTORIES, Limited, - TORONTO, ONT.

WHEN THE ROOF LEAKS

as it is apt to do when snow thaws on top of it, the hardwareman is appealed to. That's you! Be ready for all roofing requirements by stocking up with

Black Diamond Tarred Felt, Joliette and Cyclone Sheathing, "Genasco" Ready Roofing

Better sit down now and write us for prices. They will certainly interest you.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

February 28, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb...	0 10½	0 11
Hallett'	0 10½	0 11

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates, 3-16 inch, 8½c...	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 "		9 10
" " 2½ " .. 10 50		12 00
" " 3 " .. 12 00		13 50
" " 3½ " .. 15 00		16 70
" " 4 " .. 19 25		20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Met al Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per	100 lb.
Casting ingot..... ..	14 00	14 50
Cut lengths, round, bars, ¼ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets			2 75
All bright "			3 75
Galvanized—	Dom. Crown.		Ordinary.
18x24x52	4 45		4 35
60.....	4 70		4 60
20x28x80	8 90		8 70
....	9 40		9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. ..... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron	23 25	23 00
" No. 2 "	22 75	22 50
Radnor, charcoal iron.....	30 00	32 00
Angles.....	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 10	2 30
Iron finish machinery steel (domestic)	2 15	2 30
Iron finish steel (foreign).....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 10	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 60	2 80
Mining cast steel.....	0 07½	0 08
High speed.....	0 60	0 65
B.P.L. tool steel		0 10½
Black Diamond tool steel		0 08
Corona tool steel		0 06½
Silver tool steel.....		0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 $31 00

TINPLATES.

	Per box.
Charcoal Plates—Bright	
M.L.S., Famous (equal Bradley)	
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
'Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base..... 5 50	5 75
I X, 14 x 20 " 6 50	6 75
I X X 14 x 20 " 7 50	7 75
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I X X, 14 x 20 "	6 00
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	6 75 7 00
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge.....	8 00
" " 26 "	8 50

LEAD.

Imported Pig, per 100 lb.....	4 15	4 25
Bar, ...	4 75	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02¾	0 02½
Scrap zinc	0 03	0 02½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap ...	10 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net		2 00
No. 4 " ..... "		1 80
No 7 Fuller's .... "		2 00
No. 4½ " .... "		2 15
Patent Compression Cushion, basin cock, hot and cold, per doz., ...		$16.20
Patent Compression Cushion, bath cock, No. 2208		2 35
Square head brass cocks, 50 ; iron, 55 p.c.		
Thompson Smoke-test Machine 25.00		

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch.....	2 30	⅛ inch..... 3 30
¼ "	2 47	¼ " 3 51
⅜ "	2 72	⅜ " 3 57
½ "	3 65	½ " 4 84
1 "	5 28	1 " 6 93
1¼ "	7 20	1¼ " 9 45
1½ "	8 64	1½ " 11 34
2 "	11 52	2 " 15 12
2½ "	18 40	2½ " 24 15
3 "	24 13	3 " 31 71
3½ "	30 40	3½ " 39 90
4 "	34 56	4 " 45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60,; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

DIXUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.		0 40
2-lb. or over ..... "		0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone or blue vitrol)....		0 09
Litharge, ground		0 06
" flaked.....		0 06½
Green copperas (green vitrol).....		0 01
Sugar of lead.....		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 08
Chrome yellow "		0 15
Golden ochre "		0 10
French "		0 08
Marine black "		0 40
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 16

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25¾

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
P. D. Dods & Co's "Island City"	1 50
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5-gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 25 2 50
Fine orange	2 00 2 20
Medium orange, No. 1	1 90 2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls	0 17 0 21
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 73
Linseed Oil, " raw	0 57 0 58
" " boiled	0 60 0 61

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Tiger Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
" Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's C.P., lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 50
Genuine, 100 lb. kegs, "	6 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85		8 50
86 to 90		10 50
91 to 95		12 00
96 to 100		14 00

Net—F.O.B. Toronto. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.	
Nickel, 55 per cent.	
Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.	

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	35 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400-sq. ft.	0 32
Tar " " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 65 and 10 per cent.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in.	0 95	1 65
English	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount	p.c.
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson, 66⅔ p.c.; Black Diamond, 60 and 10 p.c.; Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0 20
Canadian sledge per lb.	0 07	0 08
Canadian ball pean, per lb.	0 22	0 25

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in , $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin.....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00	
" pointing, 924x5.....	2 10	

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1½ " ..... "	....	5 20
Web..... "	....	2 45

HOES

Garden, 50 and 10 per cent.

Planter.....?.... per doz.	4 00	4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in , $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel. 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $3.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5 70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2.....	5 50
Saw Vise 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 and 10 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in , $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908. $2.45 per box base.
"C" brand, 40,10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $5 00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut	Wire.
2d.....	4 00	3 25
3d.....	3 15	2 95
4 and 5d.....	2 90	2 65
6 and 7d	2 80	2 55
8 and 9d	2 65	2 40
10 and 12d	2 60	2 35
16 and 20d.....	2 55	2 30
30, 40, 50 and 60d (base)	2 50	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 55; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

HARDWARE AND METAL



MUNDER SOCKETS



ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros. "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz ... 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, discount 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net ... 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste ... 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set		0 90
" No. 50, nickle-plated,	"		0 95
" handles, japaned,	per gross	9 25	
" " nickled,	"	9 75	
Common, plain			4 25
" plated			5 50
Asbestos, per set			1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 64	7 91
7 inch	" "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz ... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ... 2 80 Galvanized ... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq. ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.	

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Beeckh's 4 string	3 65	4 70
" 3 "	2 90	3 0
Nelson's	3 00	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 57
" 4 " packages, per case	0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHBOARDS.

Cane's, per doz ... 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 11½
"British" Manilla	0 14
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 35 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 10

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	22 00
" under 40 lb.,	"		24 00
" 200 lb. and over			

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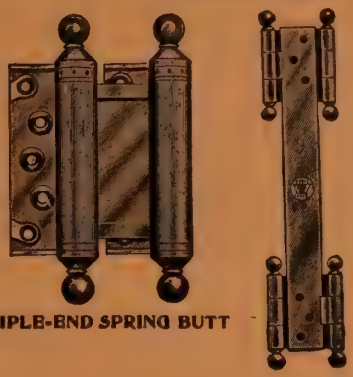
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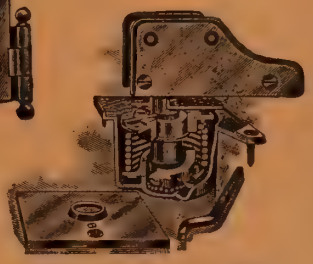
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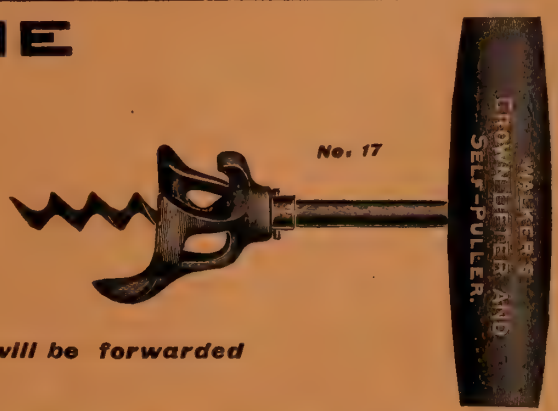
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No. 111



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He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

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VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 7, 1908 NO. 10.

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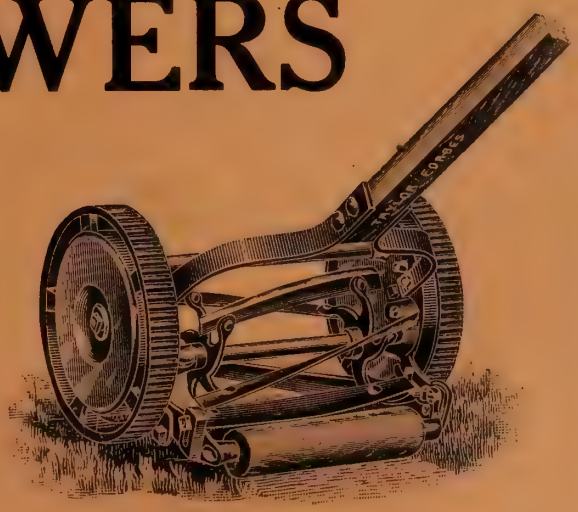
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LAWN MOWERS

Don't compel your enquirers to go to the other fellow. Get the biggest trade by selling the best machines. Here they are :

EMPRESS (Ball Bearing), STAR, WOODYATT, DAISY, MAY-FLOWER (Latest Invention), PHILADELPHIA, ONTARIO (for Bowling Greens).



Send for Our New Catalogue

Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West

ST. JOHN, N.B., H. G. Rogers, Agent

Don't Wait for Something to Turn Up. Try a "WANT AD."

Galvanized Sheets
Black Sheets

Our trade in Galvanized Sheets, Black Sheets and Iron generally is steadily increasing. We carry big stocks and wide ranges of sizes and gauges. Orders for spring delivery should no longer be delayed in order that shipment may be made with the opening of navigation or the inauguration of summer rates.

Ask our travellers for prices.
Write our warehouses.

Large stocks of American Bessemer Blue and Box Annealed Sheets; Appolo Galvanized; Boiler Plates; Tank Plates; Boiler Heads; Boiler Tubes; Black and Galvanized Pipe; Merchants' Bar Iron; Swedes Iron; Low Moor and Horse Shoe Iron. Machinery Steel, ¼ to 8 inches in round; ¼ to 4 inches in square.

RICE LEWIS & SON, Ltd.

King and Victoria Sts.,
Atlantic Ave.,

Toronto

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.

Hamilton, Ont.

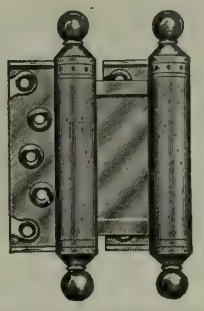
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

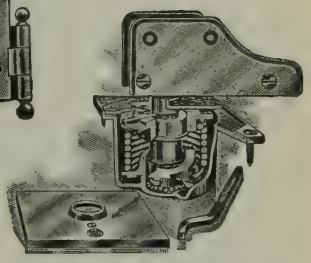
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



"LIGHTNING"



"GEM"



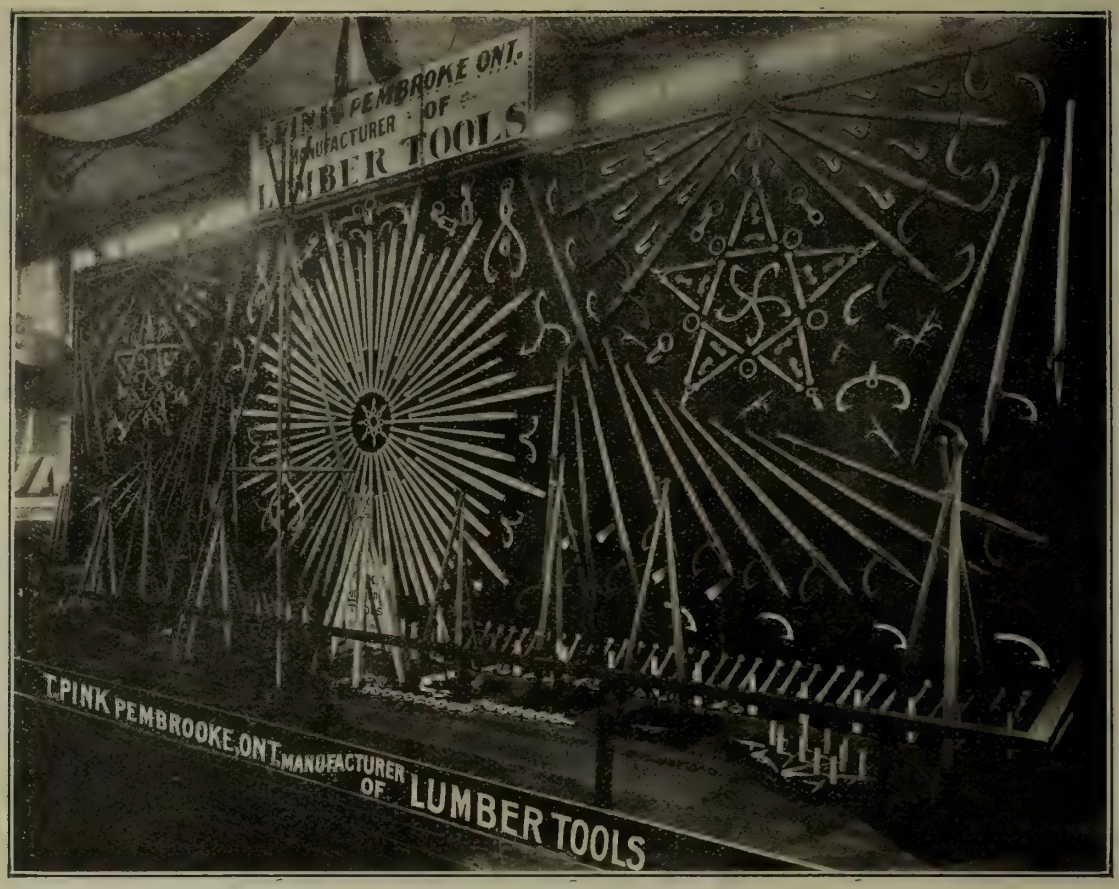
"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Hoops and Bands

Black and Galvanized

Close Prices

M. & L. Samuel, Benjamin & Co.

Toronto, Ont. **London, Eng.**

PARIS GREEN

For the next few weeks watch this page weekly for pointers in Spring Buying.

Among Painters in England, the name of "BLUNDELL SPENCE & COMPANY" LIMITED, is better known than that of any paint or varnish manufacturer in the United Kingdom. They have not been making "PARIS GREEN" as long as some other houses, but the quality of their goods is equal, if not better, than anything sold on this continent.



We give you below an analysis of a package just received. This will give you a better idea of the quality than anything we can say.

Lab'y No. 16058. Sample of PARIS GREEN, marked "Blundell Spence & Co., Limited, Hull and London.

LEWIS BROS., LIMITED, MONTREAL.

The sample of Paris Green received from you, marked as above, has been carefully analyzed with the following results:

Residue Insoluble in Ammonia 0.75%
Copper Oxide.....31.40%

The amount of residue is very small, and is not more than is found in the best of Commercial Paris Green.

The percentage of Copper Oxide is that which is found in pure Paris Green of normal constitution.

In our opinion this sample is undoubtedly pure Paris Green of first-class quality.

Yours truly,
MILTON L. HERSEY,
MONTREAL.
City and Provincial Analyst.

We would like to place a sample order with you and satisfy yourself that the quality is right. We will not charge you any more for it than other makes and if your order is large enough, possibly a little less.

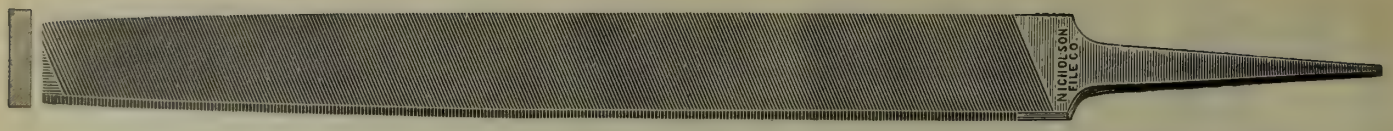
If you have not bought your full requirements it will pay you to correspond with us.

WRITE FOR PRICES.

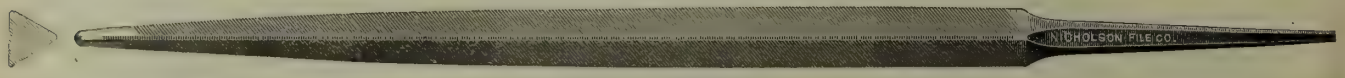
LEWIS BROS., LIMITED

Address all correspondence to **MONTREAL**

OTTAWA **CALGARY** **VANCOUVER**



MILL SAW



SLIM TAPER



FLAT BASTARD



CABINET RASP

Our Stock of Files comprises the following well known brands:

NICHOLSON'S
BLACK DIAMOND
JOWITT
AMERICAN

AUGER BIT FILES

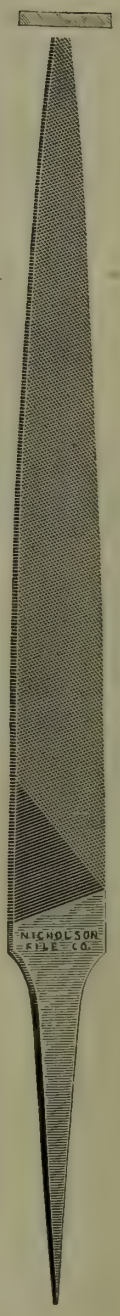
PLANER KNIFE FILES

MOWER KNIFE FILES

For special Files send us your specifications.

Horse Rasps

Heller Bros.' "Superior."



WARDING BASTARD



½ ROUND BASTARD

WOOD, VALLANCE & CO.

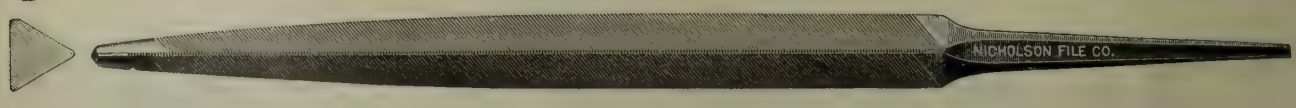
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Hamilton, - Ontario

GEO. D. WOOD & CO.
Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, Limited
Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO. Limited, - NELSON, B.C.



TAPER SAW



ROUND BASTARD

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only



It fits the hand. Saves time and trouble.
Is easily operated. Does not waste the fruit.
Is quickly and easily cleaned.



Kent Corn Planter, "Triumph."

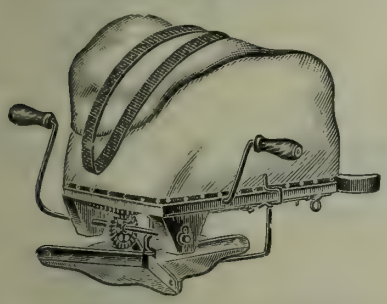
With and without pumpkin seed attachment.



Farm Bells

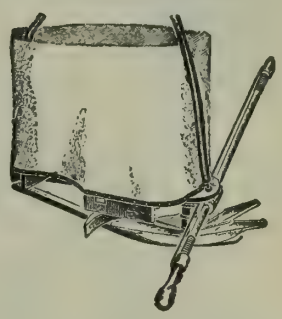
Weight, 40 to 100 pounds.

Seed Sowers



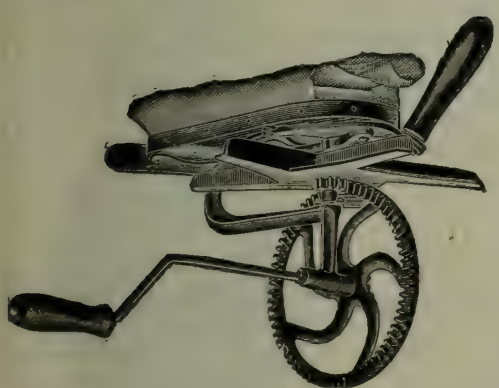
The "Little Wonder" Seed Sower.

It is constructed on a single bottom, and although a low priced machine, embodies all features required in a seed sower for distributing seed perfectly even. The novel seed agitating device insures a uniform flow of seed and in any desired quantity. .



The "Champion Jr." Seed Sower.

Anyone seeking a low priced seeder will find conveniences and quality in the "Champion Jr.," found in no other machine of the kind.

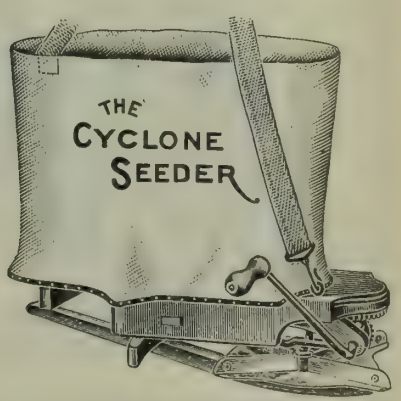


The "Premier" Broadcast Seed Sower.

The "Premier" will sow any seed that is sown broadcast, such as oats, wheat, rye, rice, flax, millet, clover, timothy, grass seeds, etc.



Under ordinary conditions these machines will sow at a round about as follows: Wheat, 50 ft.; rye, 50 ft.; clover, flax, millet, 40 ft.; grass seed, 24 to 36 ft. Full directions are sent with each machine.



The "Cyclone" Seed Sower.

Will sow timothy, clover, wheat, oats, rye, buckwheat, bone dust, turnip, millet, corn, cotton and all grain and grass seeds. It distributes evenly and works perfectly. The operator can regulate it to sow from forty to sixty acres per day.

For fuller line see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

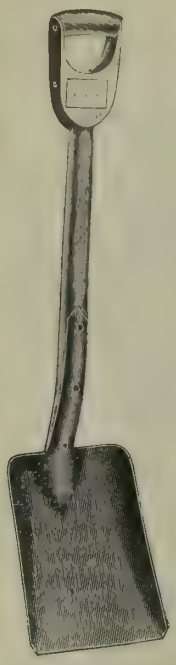
Our Prices are Right

GRAHAM NAILS ARE THE BEST

We stock Bar Iron, Round, Square and Flat

We Ship Promptly

Railroad and Contractors' Supplies



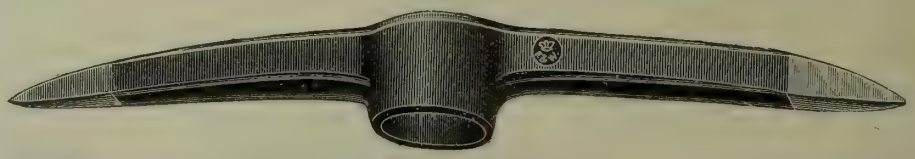
No. 1 F. & W.



F. & W. Clay Pick 3 to 9 lbs.



F. & W. Crow Bar. Made in any size and length from 1 in. to 2 in. x 4 to 7 ft. long. Wedge or Pinch Point.



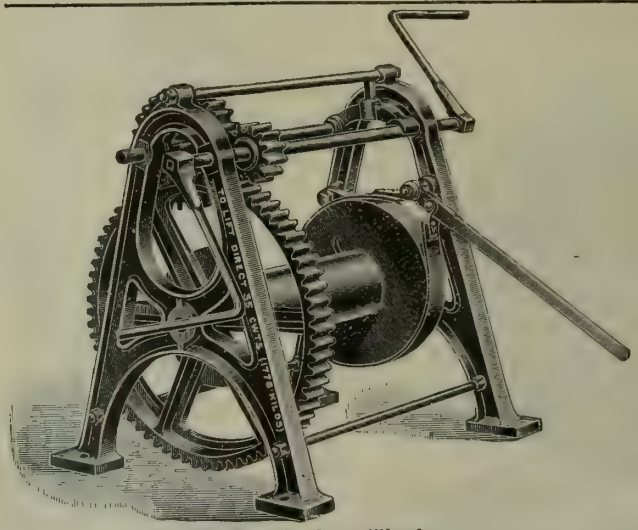
F. & W. Rock Pick 3 to 9 lbs.



No. 6 F. & W.

Get your stock of contractors' supplies up-to-date as there will be a great demand for same this spring. We are in a position to help you as our large stock insures prompt shipment.

See our general catalogue for other contractors' supplies.



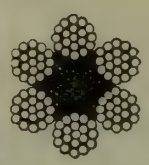
Hoisting Crab or Winch

These crabs have the barrel, break-wheel and ratchet wheel cast in one piece and secured to the main spur wheel by joggles cast on the flange of the barrel, and fitting between the arms of the spur wheel. Used with Manilla or Wire Rope.



No. 774. Steel Wire Rope Block

EDGE & SONS
CRUCIBLE STEEL WIRE ROPE



Made of 6 strands of 19 wires each, with compressed hemp centre

Frothingham & Workman

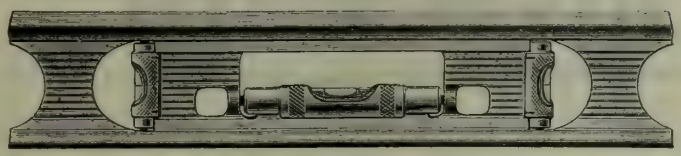
Wholesale Hardware and Iron Merchants *Limited*

MONTREAL, - CANADA

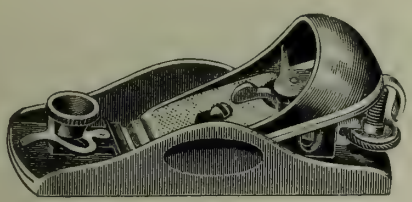
F.&W.

F.&W.

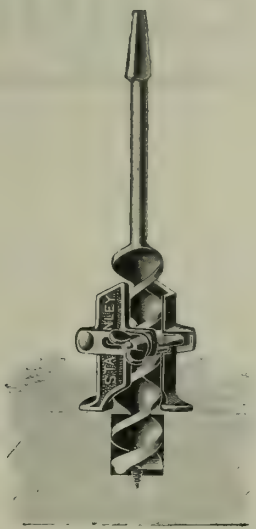
Tools it Pays to Sell



No. 37.—Stanley Metallic Level and Plumb. "V" bottom for use on shafting. In three sizes, 12, 18 and 24 in.



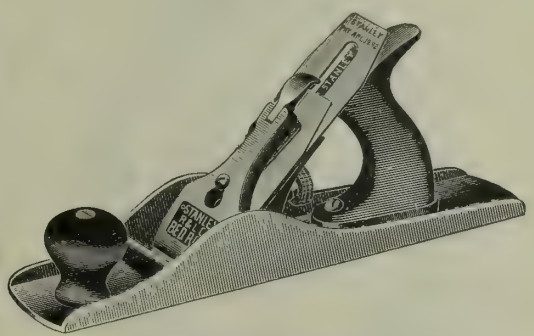
No. 9½.—Block Plane. The line of Stanley and Bailey block planes includes planes for every purpose and of every usable size.



No. 49.—Stanley Adjustable Auger Bit Gauge. Can be quickly attached to or removed from the bit. Its use will not bend the bits.



No. 921.—Stanley Concealed Rachet Braces. The most perfect braces on the market. Made in five sweeps, 6, 8, 10, 12 and 14 in.



Stanley "Bed Rock" Planes are the highest perfection in plane construction. They are made in all desirable sizes of smooth, jack, fore and jointer planes, plain or corrugated bottoms.

All the above tools are Stanley Tools. A new catalogue has just been issued, showing the complete line. We will send you one if you so desire.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, MANITOBA.**

Showrooms, TORONTO, 77 York St. **OTTAWA, Holbrook Chambers.** **QUEBEC.** **FRASERVILLE.**

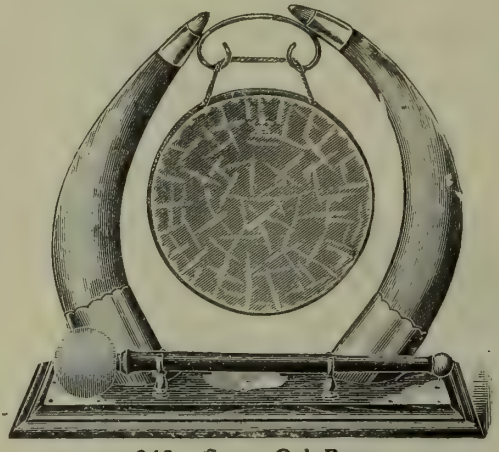
English Silverware

¶ Would you have the coming year bring you increased patronage, profit and prosperity?

¶ Get into line, and carry a small range of good silverware, and you will be well rewarded.

¶ Wide awake buyers have realized this and are already reaping a rich harvest.

Here are one or two suggestions.



049. Gong—Oak Base.
Cape Horns, E.P. Mts.



4537. E.P.N.S. Entree Dishes.
(all sizes.)

¶ Don't wait too long. Write immediately for our catalogue, and "Do it now."

Stock carried in Montreal ready for immediate delivery.

John Round and Son, Limited

MONTREAL

ESTD.

FACTORIES:
SHEFFIELD, ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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1907 Everybody has heard of the 1907
CANADIAN INDUSTRIAL BLUE BOOK
Its advantages as a Buyers Guide and the addresses of Manufacturers. Price, $5.00.
THE MANUFACTURERS LIST CO.
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Few copies left, retail trade only, $2-78.

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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLOTHES HOOKS

Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

CLIPPERS.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

DOMESTIC HARDWARE

Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

G. BISHOP, Mary-Ann St., Birmingham

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
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METAL STAMPING.

SHEET METAL STAMPING.
Hardware Specialties
DIES AND TOOLS
to order is our business
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

PULLEYS.



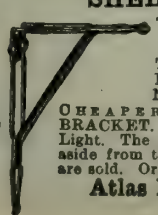
On Admiralty List.
PULLEY BLOCKS AND CARGO GINS.
Large variety of patterns. Single, double Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun-Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H. M. Government. Also Cargo Gins and Ships' Fittings of all kinds.
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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

SHELF BRACKETS.



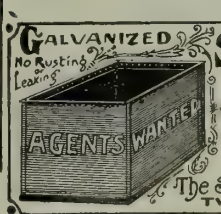
Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SPRAYERS.



The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by
THE COLLINS MFG. CO., - TORONTO

TANKS.

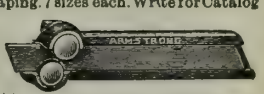


Steel Tanks
Stock Tanks, Steel Cheese Vats, Threshers' Tanks, Steel Hog Troughs, Water Troughs, Feed Cookers, Grain Boxes, Coal Chutes, Smokestacks.
The Steel Trough & Machine Co. TWEED, ONT. LIMITED

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog
Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.



VENTILATOR



My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information, mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

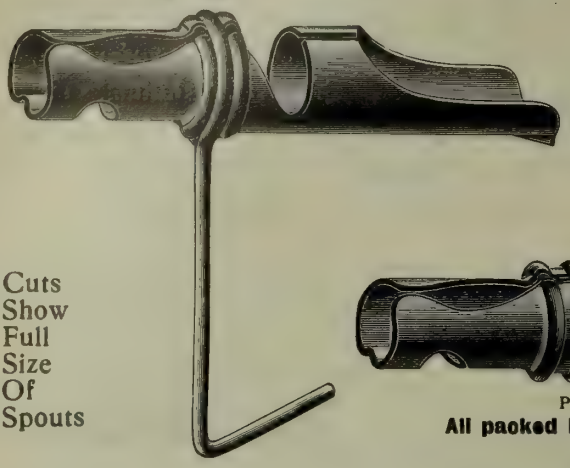
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

Supplies for Sugar Makers



Cuts Show Full Size Of Spouts

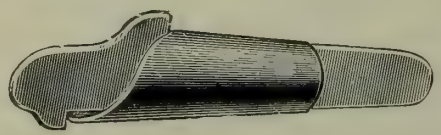
"EUREKA"

Steel Sap Spouts



Patented 1896

All packed in Cardboard boxes, 100 each



"IMPERIAL" Steel Sap Spouts

(Specially adapted for Covered Sap Buckets.)

Write for prices

MAPLE SYRUP CANS



Round and Square with Screw Tops.

Plain Tin

Round
½ gall. Imperial
1 " "

Square
1 gall. Wine
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Special sizes made to order if sufficient quantities are wanted.

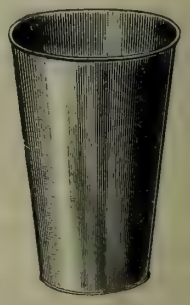
SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Quarts 4, 5, 6, 8, 12

Western Pattern

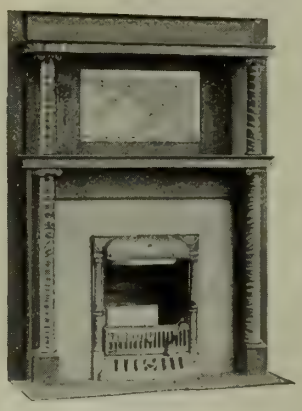
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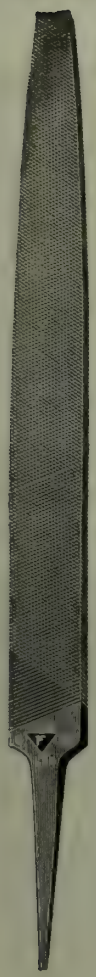
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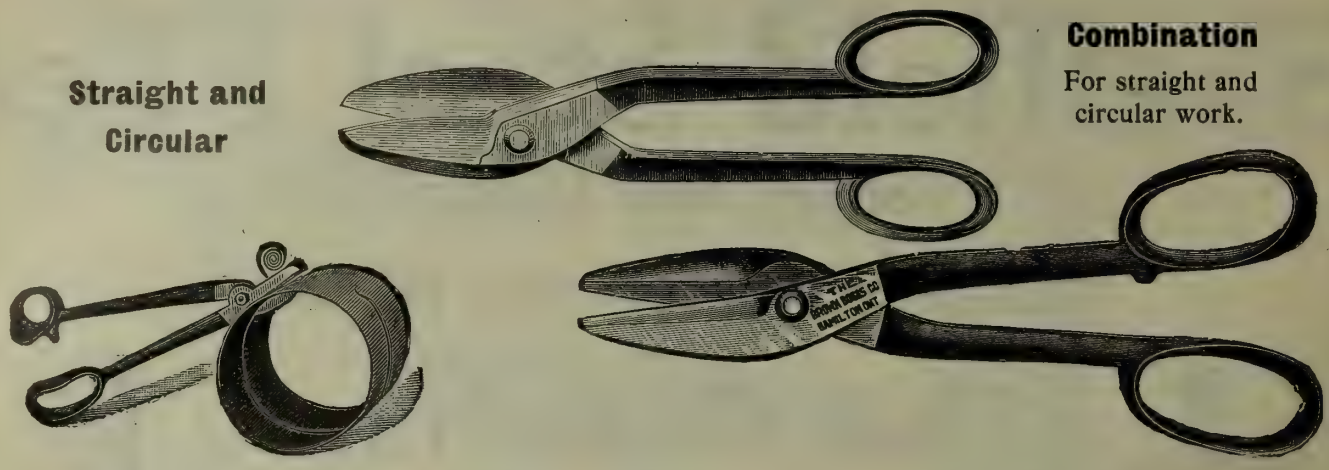
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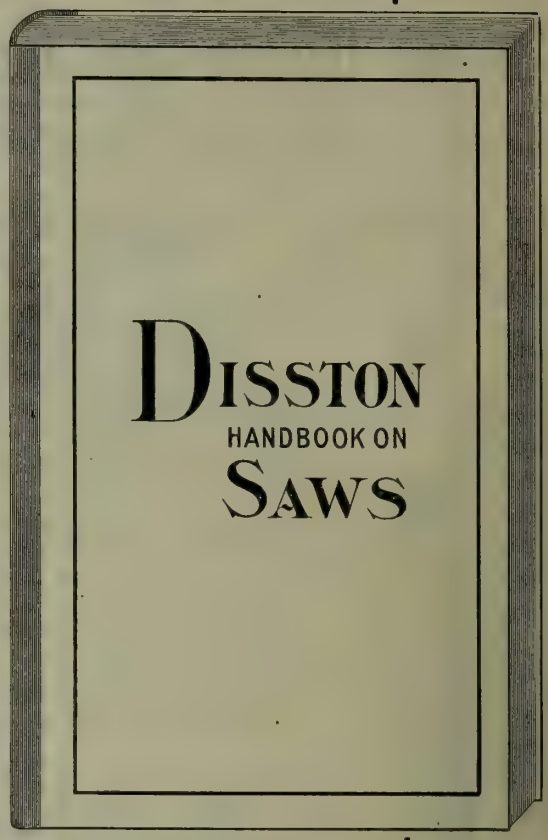
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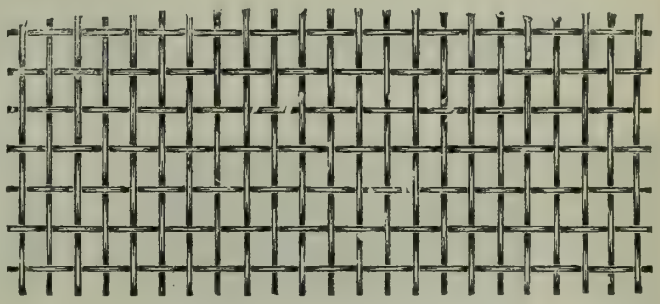
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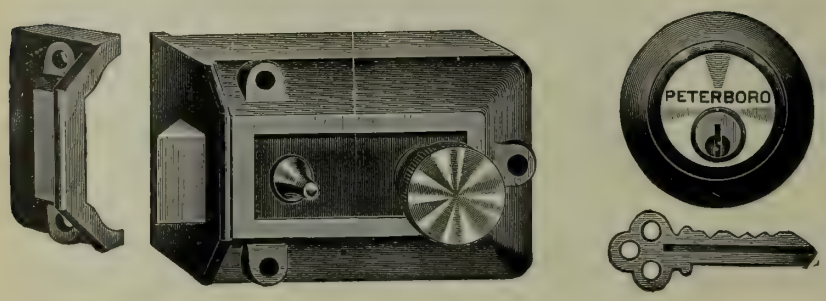
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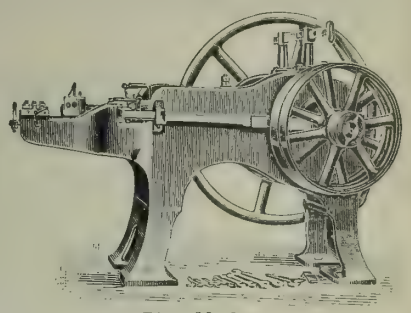
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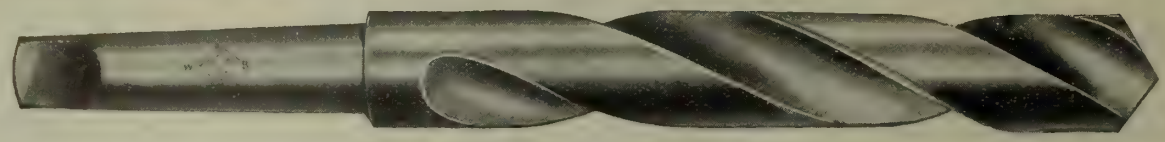
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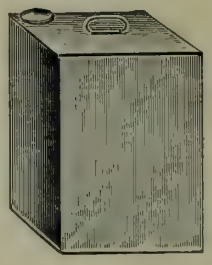




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Large Screws

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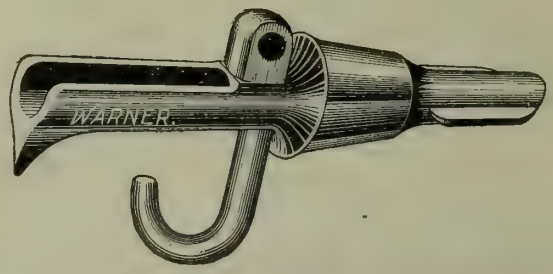


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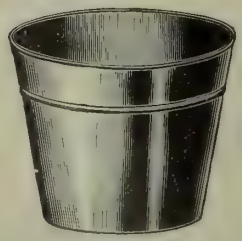


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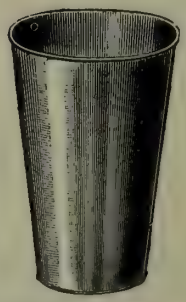




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Quarts	6	10
Dim. ins.	10x6¼	11¼x8½



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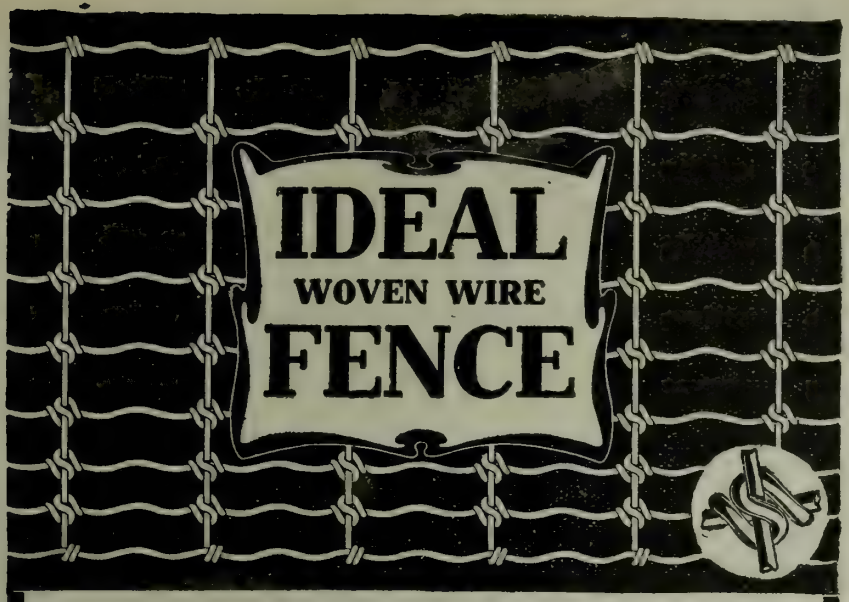
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Gals.	1	1½	2
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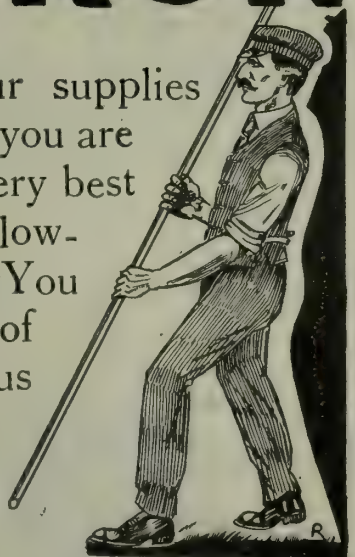
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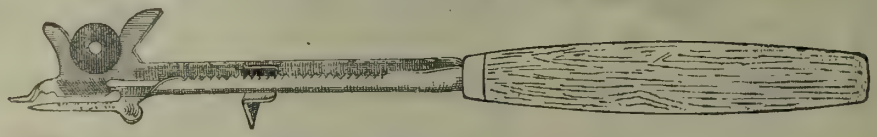
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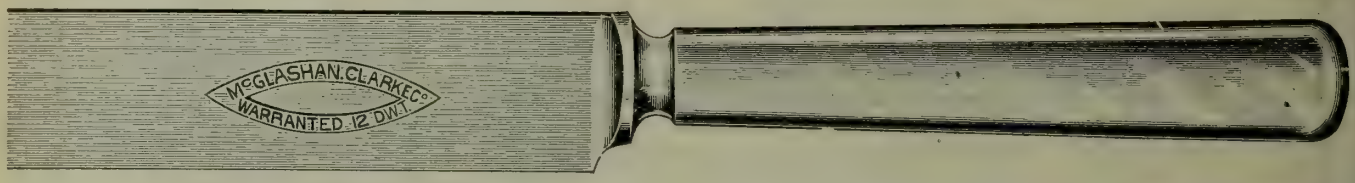
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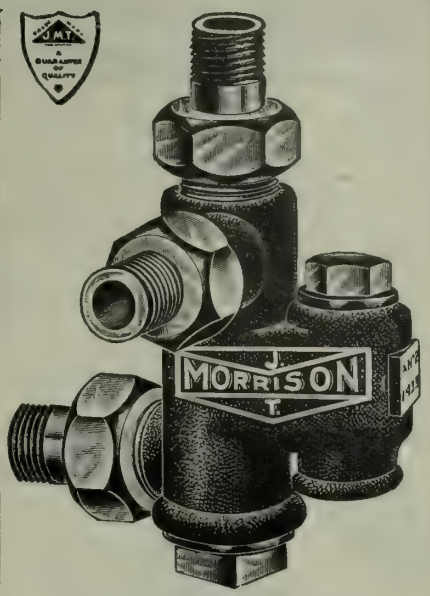
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Thousands in use.

THE JAS. MORRISON BRASS MFG. CO. TORONTO LIMITED ONT.

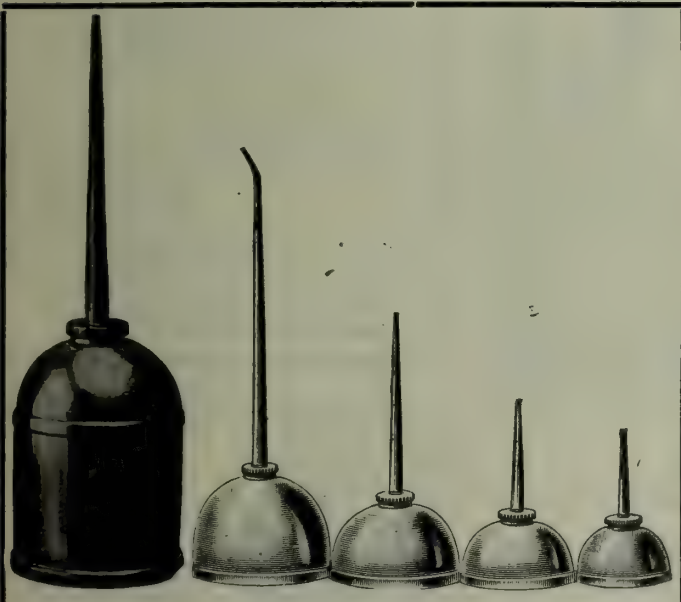


The J.M.T. INJECTOR

Is a boiler feeder adapted to any type of boiler, Stationary, portable or marine.

It embodies all the good features in Boiler Feeder construction.

Simple, Efficient, Durable.



Sold the World Over.
Standard Everywhere.

Maple City Manufacturing Co.

Monmouth, Illinois

SATISFACTORY

ROOFING NAILS

¶ Our Galvanized Roofing Nails are satisfactory in every way.

¶ You may have the proof by asking for samples and prices.

BAZIN MFG. CO.,

94 Arago Street, QUEBEC



Reduce Your Bookkeeping

Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

Crain

LOOSE LEAF SYSTEMS

THE ROLLA L. CRAIN CO., Limited, - Ottawa.

Branches: TORONTO, MONTREAL, WINNIPEG.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,
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MONEY MAKING IDEAS,
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Do you want to know 333 WAYS OF GETTING TRADE? We will send you "Sales Plans" postpaid on receipt of $2.50.

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THE MACLEAN PUBLISHING COMPANY

Technical Book Department, 10 FRONT ST. E., TORONTO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

"YANKEE" ROLLER SNAP

THE ONLY ROLLER SNAP WITH A BRASS LEVER SPRING



THE BEST "SNAP" FOR THE BREAST STRAP

Sizes 1¼ 1½ 1¾ 2 inches

Strongest and Safest. Cost You No More

COVERT MFG. CO., TROY, N.Y.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.



Auto Spray

Compressed-Air Automatic

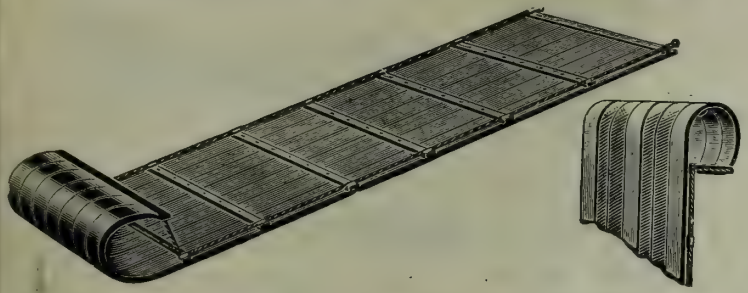
Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Canada's Largest Toboggan Factory



OUR "FLYER" SLAT TOBOGGAN

We manufacture several kinds of Toboggans besides our FLYER, with even surface bottom, chanfered runners half round and lignum vitæ runners.

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICE LIST.

Our representative will pay you a visit on receipt of a postal.

J. H. GIGNAC, Limited, General Offices: 142 Church St., **QUEBEC, Que.**

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

Drain Pipes

Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking, 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

The Appeal of Cleanliness

Nothing opens the purse of the dainty housewife quicker than an appeal to her desire for cleanliness. Show her the clean, glossy, milk-white walls of an

OPALITE REFRIGERATOR—

the cleanest, healthiest and most economical refrigerator—

and she's interested at once. Remember! The purchaser of an Opalite Refrigerator is lastingly pleased with her purchase—and with the dealer who supplied it.

Send Now for Catalogue



SANDERSON-HAROLD CO., Ltd.

PARIS, - ONT.

SCREEN DOORS AND REFRIGERATORS

SWASTIKA

LONG  LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS

OTTERVILLE MANUFACTURING COMPANY, LIMITED,
OTTERVILLE, - - - - - ONT.



The Finest Family Polish on the Market

Black Jack

At Your Jobbers'



The Points Which Sell "Diamond" Brand Fittings

are obvious to the discerning hardwareman. It is because they are made of absolutely flawless material and are perfectly threaded and finished.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited

OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER
MONTREAL TORONTO

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

The Best—Because Safe and Accurate

When you sell a customer a rifle, insure his safety by selling him a

Hamilton Rifle

These moderate-priced sporting rifles are made of specially selected and tested rolled steel by highly skilled mechanics. A Hamilton Rifle will never burst.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

The Hamilton Rifle Co.

Dept. 71 **Plymouth, Mich.**

GILBERTSON'S

COMET

Gilbertson's Sheets

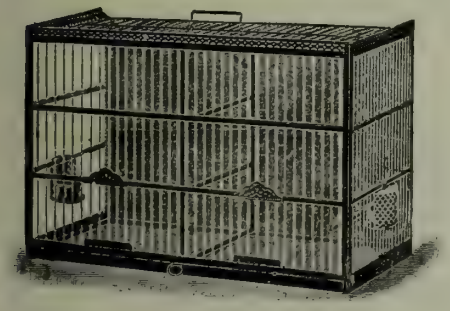
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Limited, Pontardawe, South Wales

ALEX. GIBB 13 St. John St., Montreal, Agent



Japanned Breeding Cages, Nestable

No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., $35.00 list.

No. 87, 22 in. long, 11 in. wide, 15 in. high, per doz., $39.00 list.

Write for our illustrated Bird Cage and Cage Specialty catalogue and discounts. Only manufacturers of Bird Cages in Canada. Our prices are right.

E. T. WRIGHT & CO. - Hamilton, Ont.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

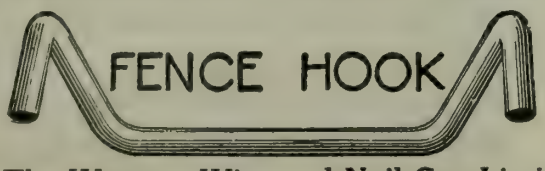
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.

New York Office and Salesroom, 155 Chambers St.



GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

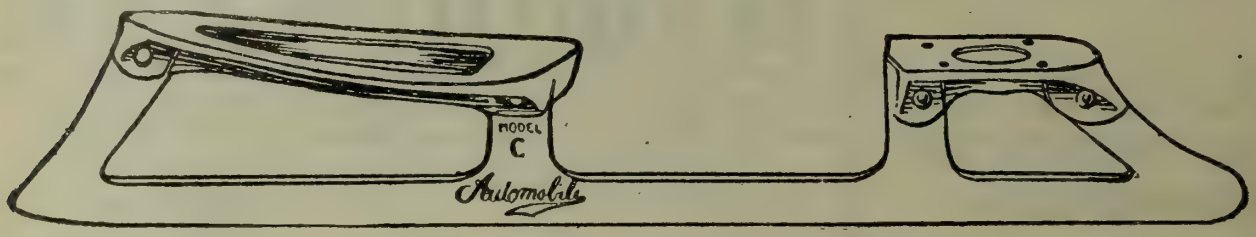
The Western Wire and Nail Co., Limited, - London, Ont.

¶ Won't Cut Any Ice—

CANNOT BE SAID OF THE

Automobile or the Cycle Skate

¶ The Professional Hockey men pronounce these two products, " pre-eminently for service "—
Can we say more



¶ They are lighter than tubes and yet the most durable skate on the market.
¶ The tops are aluminum.
¶ The nickel steel blades take a lasting concave that is as keen for cutting corners as for the straightaway.
¶ Our exclusive features are your selling points.

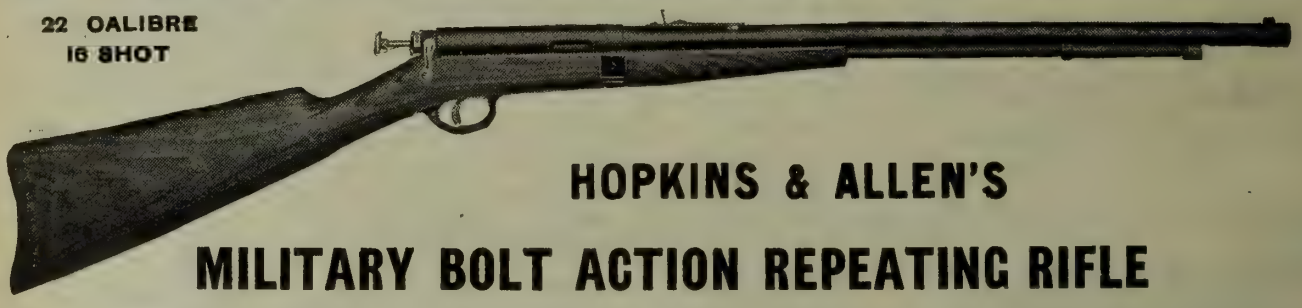
CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

Toronto Winnipeg Vancouver Melbourne

A RECORD BREAKING SELLER

22 CALIBRE
16 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST

There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIRE-ARMS JOBBERS.

PLENTY OF GOOD SUPPLE-MENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

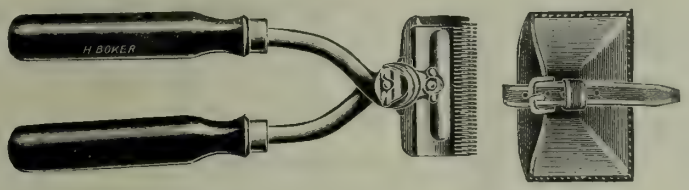
WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 City Road, Finsbury Square, London

Dept. 67, NORWICH, CONN., U.S.A.

Henry Boker's "Oak Lake"



Patented Reversible Horse Clipper. 3 in 1. The finest One-Man Horse Clipper Made. One Man can Clip a Horse without any other Help. All know the other Boker Lines.

"Ball Bearing" "Eclipse" "Sovereign" "Reliance"
"The Gem" "Dandy"

FOR SALE BY LEADING WHOLESALE HARDWARE FIRMS.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. J Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

This is *the* Chopper

35 Sizes and Styles for Hand, Steam and Electric Power

The Revolving Steel Blades and Perforated Steel Cutting Plate *cut* the meat clean and clear—don't tear or grind.

No—there's nothing like it on the market.

It is in a distinct class
The "Enterprise" Class.

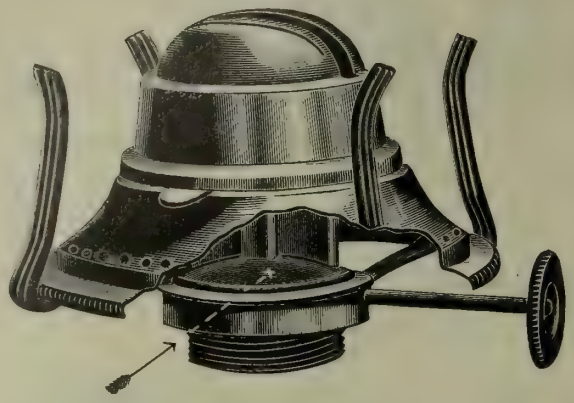


To increase your trade in "Enterprise" Meat and Food Choppers, write for copies of "An Enterprise Peace Offering," a booklet for free distribution. Send for Illustrated Catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.
NEW YORK, 21 Murray Street SAN FRANCISCO, 438 Market Street

BANNER LAMP BURNERS

Fully guaranteed



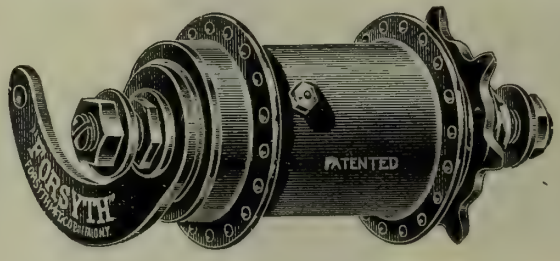
The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufactured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

A Perfect Coaster Brake



The simplicity of construction makes it so.

The ordinary rider can readily take it apart.

Its excellent appearance is apparent, even in the cut.

And because it is included in the famous Wise Buyers' Line, there are exclusive features worthy of Forsyth ingenuity.

It can be adjusted without removing wheel from frame.

Let's mail you facts showing just where you get your money.

Forsyth Manufacturing Co.

BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

ESTABLISHED 1840

Willow Ware

ROUND
or
SQUARE
CLOTHES
HAMPERS





OVAL and SQUARE CLOTHES BASKETS

All sizes, four different qualities.

Butcher,
Market,
Delivery,
Show and Root
Baskets.



Special quotations on quantities.

Special import prices on shipments direct from factory.

Write for illustrated list.

H. W. Nelson & Co. LIMITED

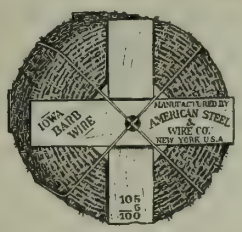
SUCCESSORS TO

H. A. Nelson & Sons

92 Adelaide St. W. **Toronto**

FENCE WIRE

It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

The Buffalo Manufacturing Co.

Buffalo, N.Y.

When you get our goods you know you get THE BEST



We manufacture

- ***Water Filters***
- ***Water Coolers***
- ***Chafing Dishes***
- ***Table Kettles and Stands***
- ***Coffee Extractors***
- ***Wine Coolers***
- ***Nursery Chests***
- ***Baking Dishes***
- ***Crumb Trays and Scrapers***
- ***Tea and Bar Urns***
- ***Bathroom Fixtures***
- ***Coal Vases and Hods***
- ***Candlesticks***
- ***Cuspidors***
- ***Match Safes, Etc.***

All High-grade and exceedingly Presentable

REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

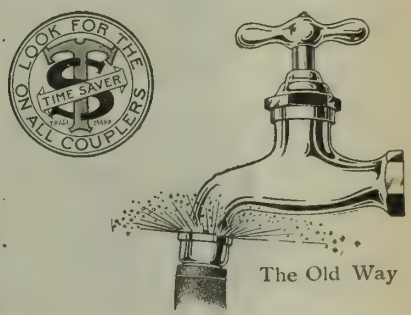
TORONTO, ONT.

No Lost

Washers, Time, Temper, Force.

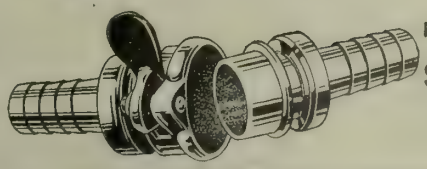


The New Way



The Old Way

Quickly Adjusted.



MADE IN ALL Standard Sizes

MAY BE HAD FROM YOUR WHOLESALER OR DIRECT FROM

THE TIME-SAVING COUPLER CO., Limited

166 BAY STREET. TORONTO

Price List on Application.



OUR CAPACITY DOUBLED!

Our new building, 500 feet deep, has doubled our capacity.

Additional machinery—the finest mechanical construction has not only increased but improved our output.

Sportsmen and Riflemen throughout Canada have declared for Dominion Ammunition.

Results are more satisfactory—there is a greater effectiveness, and a more absolute certainty in using

DOMINION AMMUNITION

THAN in using any other.

It is cheaper too—price for price imported Cartridges do not compare with Crown, Imperial or Sovereign shells—and in metallics the difference is even more in our favor. The saving of a large duty is a very important factor, and it is not only the customer who gets the benefit.

Why not standardize your stock and sell only "Dominion Ammuniton?"

We can sell you a load to fit every modern fire-arm, rifle pistol or shot-gun. Our goods give best possible satisfaction. Why then lock up hundreds of dollars in sundry lines of doubtful saleability?

Our sales-manager will gladly explain—write us.

Dominion Cartridge Company, Ltd.
MONTREAL

SEAMLESS STEEL DRIP PANS



No.	6	7	8	9
Size	9 x 13½ x 2 in.	9¾ x 15 x 2½ in.	11 x 16 x 2½ in.	12 x 16¾ x 2½ in.
Per Doz.	2.40	2.95	3.30	3.60
Case Lots	3 Doz.	3 Doz.	3 Doz.	3 Doz.

SAD IRON HEATER

Flat Bottomed and has side handles



Used on Gas, Oil or Wood Stoves or Coal Ranges

Per Dozen, 2.35

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

NEW EXECUTIVE OFFICER.

R. C. Chown, the youngest member of this year's executive of the Ontario association, whose likeness on this page will be recognized by many readers of the paper, is vice-president and sales manager of the W. W. Chown Co., Limited, Belleville, Ont. He was born in Kingston, Oct. 17th 1878, and moved to Belleville with his parents in 1882, and after attending the public and high schools began his business career in 1896, by taking a position with S. C. Chown, staying with him until the next year when the W. W. Chown & Co., wholesale tinware and lantern manufacturers opened a retail hardware store. He then joined their staff of salesmen. In 1901 this business was amalgamated with S. C. Chown's and formed into a stock company under the above name, he becoming a member of the new firm. In 1905, he went on the road and represented his house until the fall of 1906, when he was called home to manage the business along with his brother, W. A. A. Chown, secretary-treasurer of the company, as W. W. Chown, head of the firm was leaving for Edmonton, Alta., to open up another business. The Belleville business, under their management, has been very successful and the prospects are reported bright for a good summer's trade.

LAWYER'S LETTERS.

W. B. Laidlaw, 87½ King St. east Toronto, the lawyer who has arranged to supplement the association collection letters with a strong legal letter, reports that several members have already taken advantage of his services. It will be remembered that members of the Ontario association who have paid $1 for 60 of collection letters No. 1 and 40 of No. 2, can have the lawyer's letter sent to delinquents for a fee of 25 cents per letter, paid direct to Mr. Laidlaw.

The lawyer assumes that the delinquent has received and ignored association letters No. 1 and No. 2 and notifies him that the matter has been placed in the solicitor's hands for immediate action, suggesting that a call be made or letter sent at once to the merchant to whom the account is due. Where the delinquent has removed to another province, of course, a special letter must be sent.

The members who have reported regarding the results secured from the collection letters show that the letters bring in about thirty to forty per cent. of the total accounts rendered, this percentage having been reached in some cases out of accounts merchants had given up as impossible of collection. As good results can hardly be expected from the lawyer's letter, but it ought to be worth 25 cents to make a final effort to collect an account before taking it to court or striking it off the books as uncollectable.

WHAT ANIMAL IS IT?

"The last two issues of Hardware and Metal were rattling good numbers and very interesting to all in the hardware trade. It is surprising to know how many dealers read all about our association and how many benefit and profit by the work of the organization and yet they decline or neglect to contribute $3 in cold cash for membership. What sort of an animal is it that absorbs everything and gives out nothing? Human beings do not like to be compared with that animal." So writes one of the oldest and best known members of the Ontario association.



R. C. CHOWN, BELLEVILLE.

Elected a Member of the Executive of The Ontario Association at the Convention in Toronto in February.

BENEFIT TO EVERY DEALER.

"I am very sorry I was not able to attend the convention this year as I believe it is a benefit to every hardware dealer to be present," writes W. I. Wagg, Providence Bay, when sending a cheque for his membership for 1908.

INTERVIEW THE EDITORS.

Hardware merchants who haven't talked over the mail order and parcels post questions with their local editor should do so at once. The editor's interests are your interests, even though he may not realize it. Let all the farmers and retired farmers send their cash to the catalogue houses (while buying for credit at home) and the ability of the local merchant to spend money for advertising or job printing is crippled, the paper suffers and the tendency is to discourage local industry, stop the town's growth and decrease the value of both farm and town property.

The country editor, if he knows his own interests, will constantly urge loyalty to the home merchants and manufacturers and point out the ill-effects of such legislation as the parcels post C.O.D., which would make every country postmaster a selling agent for the big departmental stores in Toronto Montreal and Winnipeg.

Insert in Local Papers.

Ask your local editor to give space to the following bit of poetry. He'll print it if you ask him and show him how it will help him as well as you.

A farmer out in Kansas,
About five years ago,
Went into town one day to spend
Some of his hard earned "dough."
"And in a merry jest," and just
To show his printing skill,
He printed his initials on
A brand new d-o-l-l-a-r b-i-l-l.

He spent that dollar that same day
Down at the village store.
He thought 'twas gone for ever then,
And he'd see it no more.
But long before that year rolled by
One day he went to fill
A neighbor's order, and received
That same one d-o-l-l-a-r b-i-l-l.

Once more he spent that dollar bill
In his own neighborhood,
Where it would do himself and friends
The most amount of good.
Four times in two years it came back,
As some bad pennies will,
And each time he'd go out and spend
This marked one d-o-l-l-a-r b-i-l-l.

Had he been wise that dollar might
Be in his town to-day.
But just about two years ago
He sent it far away.
The people who received it then
I know have got it still,
For 'twas to a mail order house
He sent his d-o-l-l-a-r b-i-l-l.

No more will that marked dollar come
Into the farmer's hands,
And nevermore will it help pay
The taxes on his land.
He put it where it never can
Its work in life fulfill.
He brought about the living death
Of that one d-o-l-l-a-r b-i-l-l.

Window and Interior Display

CANADIAN WINS FIRST PRIZE.

A window display recently made by S. S. Wetmore, with A. M. Bell & Co., Halifax, N.S., is shown on this page, it having been considered the best of many special displays in a large competition. An idea of the time necessary to carry out the design may be had from the fact that all the work was carried out with goods manufactured by the Pike Manufacturing Co., Pike, N.H. and a few cheap mechanical effects purchased by the designer.

From such articles as whet stones, oil stones, corundum stones, and emery stones, with the addition of a toy train, a little water and a toy boat, Mr. Wetmore constructed the display. In the north end of the window stands a well designed railway depot from which at regular intervals a train carrying stones from the quarry to the factory



Display of Pike Stones for Which First Prize was Awarded to S. S. Wetmore, Halifax.

on the opposite side of the window is seen to pass, crossing a bridge en route. The bridge is built of stone and is very realistic, with water flowing under it. The windmill in the rear also adds to a scene of bustle which was just as wonderful as the design itself.

The whole window was shown with a background of trees. The passing of the train, the hauling of the stones and the circuit of the wheel constituted a series of attractions which kept a group constantly at the window and undoubtedly resulted in increased sales of Pike goods by the firm.

The display was made in a competition conducted by the Pike Manufacturing Company, entries being made by a large number from all parts of Canada and the United States. The award of first prize to Mr. Wetmore in such a competition is, therefore, a marked tribute to his ability and in keeping with the reputation he has earned in purely Canadian competitions.

CONSTRUCTION OF SHOW WINDOW

That the proper construction of a show window has largely to do with the successful showing of the merchandise placed in it is not for a moment questioned, yet it is surprising that in the past, and even at the present time, the window space seems to receive small attention from the architects when a building is being planned, writes W. C. Ellis in Ad Sense. This is not the case in large cities so much as in the smaller towns. Progressive merchants are beginning to realize more fully each season the value of the show window, and hence more attention is given to its construction than formerly.

The windows of modern stores are marvels of ingenuity in their construction, as compared to the windows of even a few years ago. Large city stores are of the independent steel construction, and the fireproofing is carried out in the windows as well as in the rest of the building, so that all electric lighting has to be installed at the time the building is being constructed.

Size of Windows.

The size of a store window should depend on the distance between the main supporting columns of the building. The division between the different windows should come between the columns, or if the columns are back of the plate glass, the division should be directly in front of the columns, not to one side of them, as is so often the case. Usually the span between the columns is 16 to 18 feet and this would be the width of the window. For this width a depth of 7 to 8 feet is proper and the ceiling should be 10 feet high.

The floor of the window should be 18 inches above the sidewalk. This raises objects displayed on it sufficiently near to the eye, and yet is not so high that it looses the effect of a floor.

Each window should be equipped with one or more concealed electric wall or floor pockets, so that connections for extra lights in the windows can be made easily and quickly.

Preventing Freezing.

Now comes the problem of constructing the windows so that they will not sweat or freeze. The most modern way of overcoming this is to make them practically airtight. Construct them so that no moisture from the basement or elsewhere can get in. Then so arrange the steam heating system of the building that the feed pipes for the upper floors pass through the windows, directly behind the supporting columns, or incased in fireproofing around the columns. The heat from these pipes will dry out any moisture that might get into the windows while they are be-

ing trimmed, and consequently prevent them from freezing. The system of ventilating the windows at the bottom to keep the temperature inside the windows the same as that on the street was advocated for many years and is still in use in some localities.

There are many reasons, however, why this system is obsolete, the chief of which is the damage done to the merchandise by the smoke and dust which is blown in through the ventilators.

Another reason is that a window trimmer cannot work at his best when the temperature of a window is as frigid as it is out of doors. The ceilings should be paneled in the same kind of wood that is used for the background. A recess should be left in the ceiling at the front and a trough reflector containing the electric lights should be placed in it.

The all-glass front is fast gaining popularity. The ceiling of the window is supported from above and the floor is built the same as in any ordinary window, only no frame is used to hold the glass on the sides. It rests on the base and is held in place by the moulding at the top and is clamped to the return glass at right angles, with small brass clamps made for the purpose.

Where several plates are used in line narrow strips of very thick glass have been used in the place of angle irons to join them together. They are clamped to these strips in the same way as that in which they are clamped to the return glass at the entrance of the store.

Location of Entrance.

The question of where the entrance to the store should be is best determined by the location of the store in the block and the kind of merchandise carried. When the store is very narrow, and is not on a corner, it is invariably better to have one large window and the entrance at one side than to have two small ones. Where it is necessary to have a column in a window on account of the peculiar construction of the building it should be treated as inconspicuously as possible.

DO IT WITHOUT ARGUMENT.

Argument and bickering and worrying over small things is one of the greatest evils in the working world. Procrastination merely is petty larceny of time as compared with argument.

How many workers there are, who, when told to do something, stop to debate or bicker over the manner in which that thing is to be done. How many there are who want to argue the point from every possible angle. And how many there are who, having been curtly "shut up" and told to do it, waste still more time worrying and fretting.

These workers forget that the object is to get a thing done—and that the way it is done is secondary. If it is not done right, of course, there is trouble, but that is not the point. The arguments chiefly are as to differences in method in accomplishing the same end.

Only a few days ago I watched a heating contractor and steamfitter engaged in putting a steam pipe through an 18-inch wall, says John M. Masterson. The contractor explained briefly and concisely how he wanted it done. The steamfitter stopped, put down the pipe, and argued. He declared that he never had done that kind of work in that way, that he had worked for some of the best heating contractors in the country, and that they did not do it that way. He started to get technical and the boss shut him up curtly.

After hours that evening the two rode home together. The steamfitter had been pouting and sulking all afternoon on account of the reprimand. This time he found the boss ready to argue, and they engaged in a long and technical debate. Finally the heating contractor remarked:

"Jack, this is your worst fault. You don't know how to obey orders. In the first place, when I tell you to do something you are likely to start without knowing exactly what I want. Never do that. Always find out, before attempting any work, exactly what is wanted.

"You don't know how to take orders. This is my job, and I am responsible. I tell you to do something. When I do that it is up to you to do that work and do it my way. It may not be as good as your way, but that is the way I want it, and, as I assume all responsibility, that is the way I'm going to have it.

"You knew just as well as I this morning how I wanted that pipe connection made. Instead of making it that way, you wanted to try it some other man's way. You wasted over five minutes of my time and your own, arguing about it.

"You'll never be a first-class steamfitter until you learn to do things the way the man you are working for wants them done and orders them done."

That was plain talk—but it settled Jack. He admitted frankly that he never had looked upon it that way.

That same day I watched two painters at work on a house. They were just starting. They set out barrels, brushes, buckets and ladders, and then spent 20 minutes debating whether to start with the roof or on the east side. The boss had just driven away after telling them to start on the roof. It was nearly an hour before they finally decided that he was right—and meantime they had soaked the house owner nearly $1 in time—or the boss, if they were working by the job.

I see this tendency to bicker and waste time in small things in every line. I have a friend, a capable, even a brilliant man, who wastes hours every day fretting himself over small quarrels fancied slights, neighborhood rows, etc. Instead of simply passing them over as not worth while he is keeping himself from doing something really big in the world by letting the small things occupy his mind and his time. Just at present he is wasting an hour or two a day telling people about a grievance he has, and planning revenge. The grievance is against a firm that he employed to clean some oriental rugs and which almost ruined one of the rugs in the cleaning.

The rug, to my certain knowledge, cost $85, and this man, since the accident, certainly has wasted at least $100 worth of valuable time kicking about it.

The wise man is he who knows whether or not a thing is worth while arguing about, or "raising a row over." He certainly cannot afford to waste either his own or his employer's time in petty bickerings.

DECIDED TO STAY SINGLE.

A muscular Irishman strolled into the Civil Service examination-room, where candidates for the police force are put to a physical test.

"Strip," ordered the police surgeon.

"What's that?" demanded the uninitiated.

"Get your clothes off, and be quick about it," said the doctor.

The Irishman disrobed, and permitted the doctor to measure his chest and legs and to pound his back.

"Hop over this bar," ordered the doctor.

The man did his best, landing on his back.

"Now double up your knees and touch the floor with your hands."

He sprawled, face downward, on the floor. He was indignant, but silent.

"Jump under that cold shower," ordered the doctor.

"Sure, that's funny!" muttered the applicant.

"Now run around the room ten times to test your heart and wind," directed the doctor.

The candidate rebelled. "I'll not. I'll sthay single."

"Single?" asked the doctor, surprised.

"Sure," said the Irishman, "what's all this fussing got to do with a marriage license?"

He had strayed into the wrong bureau.

LONDON, ENG., METAL MARKETS.

London, March 3.—Cleveland warrants are quoted at 50s 10½d, making prices as compared with last week 3½d higher.

Spot tin opened steady at £128 10s, futures at £127 12s 6d, and after sales of 300 tons of spot and 500 tons of futures, closed steady at £128 10s for spot and £127 10s for futures, making price as compared with last week £1 10s lower on spot and £1 15s lower on futures.

Spot copper opened weak at £57, futures at £57 10s, and after sales of 200 tons of spot and 900 tons of futures, closed weak at £56 15s for spot and £57 5s for futures, making price as compared with last week £1 7s 6d lower on spot and futures.

The lead market closed at £13 12s 6d, making prices as compared with last week 5s lower.

The spelter market closed at £21, making price as compared with last week 7s 6d lower.

The wild waves are like some people; they make a lot of noise and say nothing.

Thomas O'Connell, plumbing and heating contractor, Montreal, has been re-elected without opposition alderman of St. Ann's Ward, Montreal City Council.

HARDWARE AND METAL

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FOR THE RAILWAY COMMISSION.

With the proposal for the reorganization and addition of members to the Board of Railway Commissioners, several suggestions have been made regarding the appointment of new commissioners. Hardware and Metal has pleasure in submitting the name of Mr. Hugh Blain, of the Eby, Blain Co., Toronto, for consideration, and in drawing attention to the qualifications which would seem to merit his appointment.

When the board was formed some years ago, at the instigation of Hon. Mr. Blair, it was his idea that its personnel should include a lawyer, a railway man, and a business man, a seemingly ideal combination. The board, up to the present time, has been composed of a lawyer, an agriculturist and an educationist, and while there is no hesitancy in expressing praise for the excellent work it has done, it has been felt in some quarters that its work might be even more beneficial if thoroughly practical men were included in the personnel of its membership.

There is probably no other man in Ontario who has been for years so closely in touch with business matters in relation to the railways as Mr. Hugh Blain. During his presidency of the Toronto Board of Trade he secured material advantages for the city from the railways and for some years he has been considered the board's authority on freight and general railway matters. It was chiefly through Mr. Blain's influence that equalized freight rates were secured some years ago. His intimate knowledge of the situation also has been of material benefit in other matters of similar import. Mr. Blain possesses the practical knowledge of the business man in common with expert information and experience in many departments of railway business. He is, too, in personality and temperament, the type of man looked for to fill such an important position. It would seem that a mistake would be made if Mr. Blain were passed over when the vacant seat on the commission is being filled.

SIGN ADVERTISING.

One of the most simple and cheapest forms of advertising and yet one which is in a great many cases lamentably neglected, is that of the sign. In the cities this is usually well taken advantage of, and the astonishing growth in the number of illuminated signs advertising all lines of business during the last year or so attests the value of this medium. But in the country districts many a good opportunity is wasted and many a dollar lost through neglect of this form of commercial publicity.

How often you see a factory adjacent to a railway where a sign would be a very valuable adjunct, but the firm appears nameless and travelers cannot even gather a hint as to the variety of goods manufactured. How different this is from other firms who rent sections of farmers' fields and side of their barns and miles of fences to display their product.

In the smaller towns store after store is signless and to a stranger the only way to find out what class of goods is handled is to step inside and inquire.

But the sign should be fresh-looking and attractive. An old worn-out sign over a really attractive store is worse than none at all.

CANADIAN PIG IRON PRODUCTION.

The statistics of the production of pig iron in Canada in 1907, as shown by figures supplied by the producing companies, show that the total was 581,146 tons, against 541,957 tons in 1906, an increase of 39,189 tons, or over 7 per cent. In the first half of 1907 the production amounted to 270,100 tons and in the second half to 311,046 tons, an increase of 40,946 tons. Of the total 572,025 tons was made with coke, 8,971 tons with charcoal, and 150 tons with electricity. The production of pig iron in Canada in the last 14 years is given below:

Years	Gross tons
1894	44,791
1895	37,829
1896	60,030
1897	53,796
1898	68,755
Years	**Gross tons**
1899	94,077
1900	86,090
1901	244,976
1902	319,557
1903	265,418
Years	**Gross tons**
1904	270,942
1905	468,003
1906	541,957
1907	581,146

The production of basic pig iron was 341,257 tons, against 246,228 tons in 1906, and of Bessemer pig iron 154,910 tons, against 165,609 tons in 1906. Basic pig iron was made in 1907 by four companies owning nine furnaces and Bessemer pig iron by two companies owning three furnaces. The basic and Bessemer pig iron was all made with coke. Canada has not made spiegeleisen or ferromanganese since 1899. On December 31, 1907, Canada had 16 completed furnaces, of which 14 were in blast and 2 were idle. Of the total 13 usually use coke for fuel and 3 use charcoal. In addition 3 coke furnaces upon which work was suspended some time ago, were partly erected on December 31.

COACHING THE STAFF.

The wholesalers and manufacturers throughout the country are learning that the salesmen's convention is an important force in selling goods. By getting the salesmen together periodically and threshing over selling points and every other point affecting the business with them the efficiency of the force is greatly increased and the business grows as a result.

There is no reason why this plan cannot be worked in every retail store. The progressive merchant, anxious to bring his store staff to its highest selling efficiency, will find that by getting them together for talks about goods and store problems better results are sure to come.

It is easy for members of the staff of any business institution to get sore and discontented, to think that their prices are the highest, that their house is the least accommodating, and that there would be a better opportunity with some other house.

That they get into this state of mind is the fault of the proprietor. He should talk all of those points over with them, and the best place for it is the staff meeting held weekly or twice a month, as may be thought best.

THE SITUATION IN THE WEST

The Western Viewpoint by our Winnipeg Correspondent.

The business situation in the west presents many features of interest this week. Spring is stirring, even though the ground still has its covering, albeit a thin one, of snow and ice. Some immigrants have already arrived, other arrivals are booked, farmers are filing inquiries for farm help, the collection and distribution of the seed grain is being pushed with the utmost vigor. Seed Commissioner Clarke, of Ottawa, having arrived to lend his assistance. There seems to be a feeling in the very air that spring will come early this year and everyone is preparing to take advantage of the very first break. Heavy immigration is expected, and the demand for farm help is exceptionally good, evidently the farmers are preparing to make the most of seed time this year and have everything in early.

* * *

With the closing of the market tomorrow will end the first week of the Grain Exchange under the new conditions. The act amending the charter was not formally assented to until Tuesday, but the Exchange took time by the forelock and passed a resolution on Saturday, the 22nd, doing away with the trading hours and establishing a purely curb market. This was done in order to prevent themselves from being penalized under the act, which required that all quotations should be posted, at least every half hour, in full view of the public, for whom a gallery should be provided. It is out of the question to provide a gallery in the present building. Another matter that has been provided for is the cutting out of the American quotations. These have cost the Exchange over $500 a month, and they do not propose to furnish them for the benefit of the general public. The market service as it was constituted before the passage of this act cost the Exchange over $10,000 yearly. By the passage of this act, if they continued to procure the service they would be spending $10,000 for the benefit of any Tom, Dick or Harry who may happen along.

The act provides for an unlimited membership, and in this way the whole value of the seats has been done away with. The act says they shall not be sold for more than $2,500, but at the present time one could not sell one for $500, in fact, could hardly give it away. It is a positive disadvantage to the trader, at the present time, to be a member of the Exchange, for it subjects him to restrictions and disabilities that otherwise he would not have. Curb trades are still being cleared through the clearing house that institution being a joint stock company, and some understanding having been arrived at. All members of Exchange have been counselled not to say anything for publication, but there are meetings from time to time and the council of the Exchange and the lawyers are evidently hard at work trying to find a way out of the tangle. In the meantime, though the actual local market has not been seriously affected, there is a spirit of unrest and distrust that is not helpful to business. The place where the trouble has been felt the most is in business from the south, which has dropped almost to zero point during the week. Houses that formerly handled 1,000,000 bushels a week in trades for southern customers, are not doing a thing, but are constantly pestered with inquiries as to whether all open trade had not better be closed out? What the value of the seats may be? and a dozen other things, showing that there is a lack of confidence in the outcome that is spreading as the days go by.

The fact that it has been possible to hustle this legislation through and the further fact that the Grain Growers' Associations are clamoring for Government-owned interior elevators is already diverting capital from the country. An Old Country house that had all plans drawn and preparations made for the erection of fifty elevators in the west this coming season, have summoned their representative home and he made no secret before he left that he would advise his house to have nothing to do with the matter until they had some assurance that haveing built the elevators they would not be confiscated or expropriated or in some way wrested from them by the Government and the Grain Growers. The erection of fifty elevators of even 30,000 bushels, the minimum capacity, would represent an investment of $300,000 for buildings alone. The company who last year began the work of erecting elevators along the line of the Grand Trunk Pacific are also resting from their labors, and it is more than probable they will not build any more houses this year.

A matter that is of special interest to the manufacturers of the east, is the announcement by F. W. Peters, of the C.P.R., that Calgary and Edmonton are to be put on an equality with Winnipeg in the matter of freights from the eat. This will certainly stimulate both these towns as wholesale distributing centres, and indirectly benefit the manufacturer, as it will tend to a great consumption of eastern goods. The reduction amounts to 5c per 100 pounds on 5th class matter, the class under which most of the western goods are shipped, and 8c per 100 pounds on implements. It had been intended to have this change come into effect on March 1st, but it was not possible to get the proper notifications out, and now it will come in force on March 15th, in time for a great deal of the western freight for spring trade, though, on the whole, a little late for agricultural implements, should the season be an early one. The new rate does not apply to the smaller towns, only to Calgary and Edmonton, and this, in itself, will emphasize them as distributing centres.

* * *

The announcement in the daily papers of Feb. 28th that the Bank of Montreal had agreed to carry the account of the city of Winnipeg, and to place $7,500,000 of Winnipeg securities on the London market, has been received with the utmost satisfaction by the great majority of the thinking citizens. The bank undertakes to place on the London market £1,500,000 of inscribed stock, which will enable the city to clear up completely all outstanding current liabilities, cover such new work as the paving of Main street and Higgins avenue, the great artery of the city running out to all the country east of Red river, and where all the big mills and most of the big lumber yards are situated and will further permit of the city putting $1,000,000 back into the sinking fund. The bank has also agreed to give the city an overdraft of $2,000,000 if necessary, on security of the current year's revenue. The securities will be placed on the market by the bank as soon as they are issued, which will be early in March.

It is felt by citizens generally that this is just the right thing and that it is eminently fitting that the city should be financed by Canada's wealthiest banking institution. The security is absolutely good and what more convincing to outsiders than that our own Canadian banks are willing to handle it. Mayor Ashdown laid the plans and put the machinery in motion towards securing this offer and the detail was worked out by Controller Evans and Alderman Riley, who went east to confer with the head offices of the bank and have just returned to the city.

* * *

A matter that is causing loud murmurs of discontent in the city, is the action of the Provincial Government in advancing the price of telephones to the doctors and nurses of the city. The increase is 25 per cent., whereas while the Government were stumping the country before the last election they were going to give much cheaper phones. When they bought out the Bell telephones at such an enormous figure it was thought that chances of reduction were slim, but even then no advance was anticipated. People are asking themselves, "If doctors and nurses, who will be next?"

* * *

While what was said about collections last week holds good a concrete example of how paper is being met may give a better idea of actual conditions. A representative of one of the large wholesale hardware houses stated the other day that on February first they had sent out $100,000 short date paper, the longest date being ten days, and that rather better than 65 per cent. of it had been paid. This is certainly a pretty good showing in what is supposed to be a hard year.—H.

STUDY YOUR TRADE PAPER.

Plenty of merchants are trying to work out a successful business single-handed. They are conducting their business enterprises according to pre-conceived ideas, along well-beaten lines, forgetting that improved methods are continually being devised and adopted by progressive merchants, with the result that trade is coming to them easier, and they are finding that business is becoming more and more of a pleasure.

Undoubtedly the most important factor contributing to this is the influence of the trade newspaper. In it the newest and most effective trade-bringing methods are described, with the results following their adoption, and the merchant who does not spend a specified time periodically reading his trade paper is losing an opportunity of acquainting himself with the most modern thought of the leaders in his line, and should not be surprised if he finds that his competitors are outstripping him in the race for success. The merchants who are the most successful look upon the time given to a study of their trade paper as time well spent.

HARDWARE TRADE GOSSIP

Quebec.

V. E. Hunt, of Tweed, Ontario, has been visiting hardware circles in Montreal.

J. A. Farewell's Carriage Works, Sherbrooke, Que., were damaged by fire last week to the extent of about $4,000.

E. F. Walter & Co., Montreal, have sent a cheque for $25 to the Montreal Firemen's Benevolent and Pension Society in appreciation of services rendered at the recent fire at their premises.

The Starke-Seybold hockey team played the return match with Lachute Club, Que., at Montreal, and after the game both teams were entertained to dinner by the directors of Starke-Seybold. The function was an appropriate closing to a successful season, Starke-Seybold winning seven out of ten matches played.

Lawrence Smyth, a veteran commercial traveler, and a former vice-president of the Travelers' Association, is dead after an illness of short duration. Mr. Smyth was engaged in the clothing and shoe lines, and at one time in partnership with his cousin, the late J. E. Mullin, conducted the business of Mullarkey & Company.

Ontario.

The assets of Thompson & Twock, plumbers, Ottawa, were sold by tender this week.

George A. Sills, Seaforth, was a caller at the Toronto office of Hardware and Metal last Saturday.

Robert Mainer, stove dealer and plumber, Orillia, has failed, and not Robert Waiver, as was reported last week.

Austin A. Briggs, advertisement manager of the McClary Manufacturing Company, London, was a visitor in Toronto during the week.

John McRae and J. J. Culleton, Fort William, have joined forces to open a plumbing and steamfitting establishment at Fort William.

C. P. Fabien, manufacturer of refrigerators, Montreal, has opened a sample room in Toronto, under the management of L. N. Stewart, who was formerly connected with the Guelph Stove & Range Company, Guelph, Ont.

Henry Clucas, sales manager of the Toronto branch of the Canada Paint Co., has returned from a two weeks' business trip at New Orleans and Chicago. Mr. Clucas thinks the paint business in the States will not suffer this year as a result of the panic.

An overheated shaft caused a fire at the James Smart Company's Foundry Brockville on March 4. The only damage to the machinery was from water, but the building was severely gutted. The loss, covered by insurance, is in the neighborhood of $5,000.

The George Taylor Hardware Company have had their entire hardware stock removed from Larder Lake to McDougall's Chute, where they have established a branch store. The above company now have stores at New Liskeard, Cobalt and McDougall's Chute. C. Palmer is the manager of the new branch.

H. G. Wookey, recently with Rice, Lewis & Son, Toronto, is on a trip to the Pacific coast, representing R. U. Delpentha, New York, dealer in French, Spanish and Italian grocers' delicacies, for whom he is now Canadian representative. Mr. Wookey is a brother of L. J. Wookey, one of H. S. Howland, Sons & Co.'s Toronto travelers, who will be remembered as one of the entertainers at the recent Retail Hardware Association banquet.

Maritime Provinces.

Leo Mitchener, who has been engaged with McGregor & Co., hardware merchants, Halifax, for some time, has severed his connection with that firm to accept a position in the west.

Western Canada.

W. R. Burke, hardware merchant, Gainsboro, Sask., has moved into new and up-to-date premises.

A NEW HOSE COUPLER.

The Time Saving Coupler Company, 166 Bay street, Toronto, who have recently obtained the Canadian rights for manufacturing hose couplers of a new and up-to-date variety, are about to place their goods on the Canadian market. The new couplers manufactured by this firm are different in many respects from those in use at present, and contain features which are guaranteed to do away with leaky couplings at the tap, the nozzle and at the junction of the lengths. The design is simple and of various varieties.

The tap adjuster is made to screw on any standard tap and left permanently in position, although, of course, it may be removed with the aid of a wrench. To this the coupler fitted to the hose is placed, it being the work of only a second to make a satisfactory connection which prevents leakage, and as the couplers are made with a recessed seat for washers the inconvenience caused by the loss of this important article is removed.

In making the connection all that is necessary is to insert the coupler into the tap adjuster and press over a latch or lever, which brings a section of the coupler into direct connection with the washer and thus prevents all possibility of leakage. To remove the hose, turn back the lever and pull the hose from the tap.

For three years these goods have been used with success in the United States, and in Canada they will be handled through the jobbers, but in order to make sure of a supply for spring needs it may be advisable for merchants to write the factory for information, in case the travelers are not supplied at this early date.

W. F. Musgrave, Toronto, is the manager of the firm. He has had a good business experience, having been connected with a mercantile house for five years, and during the past year has been with a firm handling imported goods.

There is a good margin of profit for merchants handling these goods and yet they will be sold for practically the same sum as the old styles.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Creosote for Roofing.

G. E. Foster, Newboro, Ont., writes let me know through your letter box where I can buy creosote for staining wood shingles.

Answer—The Paterson Manufacturing Co. and the Standard Chemical Co., Toronto, can supply your needs.—Editor.

Cooper's Tools.

C. C. Falconer & Co., hardware merchants, Winnipeg, write, Let us know through your columns the firm names of coopers' tool manufacturers.

Answer—James Warnock & Co., Galt; Campbell Bros., St. John, N.B.; Columbia Handle & Lumber Co., London; Whitman & Barnes Mfg. Co., St. Catharines; Cowan & Britton, Gananoque; Montreal Rolling Mills, Montreal; Canada Screw Co., Hamilton; Parmenter & Bullock, Gananoque; James Pender & Co., St. John, N.B. The above firms do not make all the different lines of coopers' tools, some only manufacturing one line.—Editor.

U.S. IRON AND STEEL TRADES.

Cleveland, O., March 5.—The Iron Trade Review says: Many encouraging signs of slow improvement in conditions can now be noted. For the first time since the collapse of business conditions last October, western implement manufacturers have begun to specify tonnages of steel bars. This development is viewed with much encouragement by producers. Specifications from this source which came in this week unsolicited are of such amount as to indicate that the material is intended for new manufacturing work and not for filling-in purposes.

Reports of large sales of pig iron have not been confirmed, and the market continues dull and without developments of special importance. Although the recently adopted schedule for deliveries in the central west is being generally mafntained, there has been a little shading in some cases, including a sale of malleable at Dayton, O. Southern quotations show some irregularity. In some cities it is easy to make purchases on a basis of $12.50 Birmingham, but elsewhere $13 seems to be the minimum. Reductions in costs have been effected at some southern plants by interests which show a disposition to make concessions.

Sheet manufacturers are now operating from 40 to 50 per cent. of their capacity, specifications having increased somewhat. An important contract soon to be awarded by the Government for harbor improvements at Buffalo, will call for 7,000 tons of sheet piling.

Following the recent advances in scrap, due to a large extent to speculation, prices are again sagging and the market is dull.

Evil-minded folk measure others by their own standard.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MARKETS IN BRIEF.

Montreal.

Ingot Tin—Firm at 32½c to 33c.
Copper—Firmer.
Lead—Down to $4.25.
Pig Iron—Firm.
Spelter—Unchanged.
Cast Scrap Iron—Higher prices.
Linseed Oil—Cut of 1c per gallon.
Red Lead—Cut of 25c per 100 lbs.
Locks—Canadian makes reduced.

Toronto.

Tin—Advanced to 34c.
Copper—Stronger, but unchanged.
Lead—Quoted at 4c.
Turpentine—Firmer.
Red Lead—Decline of ½c.
Linseed Oil—Quoted at 60c.
Spades and Shovels—Open market.
Locks and Door Sets—Now 45 and 10 off list.

MONTREAL HARDWARE MARKETS

Montreal, March 6.—With the advance of the season, there is, on the whole, a gradual enlargement in the movement of all lines, particularly kitchen and household supplies, tools, lawn goods, hose, builders' hardware, metal polishes and tackle blocks. Retail merchants have been working off any surplus goods they might have had, so that the stock on their shelves is now low. This fact will soon commence to influence buying, and the next week or two should see the volume of trade increase to good proportions. Spring is not far off now, and the dealer who wants his goods in comfortable time for the opening of the season should not delay much longer, unless he wants his competitor to get ahead of him in showing spring lines.

On the whole, trade in the Province of Quebec is healthy, and is assuming average volume. The West, however, is not so good, although indications point to a fair demand existing all the way through. The market generally holds firm, and there are no more fluctuations in price than is usually noticed in values at any time. Canadian locks have been reduced this week, and the discount is now 45 and 10 per cent. This is the first reduction in these goods since the low price of copper, and is probably based on the lower cost of production rather than over supply, and to a desire to keep out American goods.

Builders' Hardware and Supplies—A brisker movement is noticed in builders' hardware and supplies. Construction work will soon be opening up in earnest and complete lines will be wanted. Builders' hardware is an important branch of the hardware trade, and the merchant who carries a well selected stock will find it a good source of profit. Window trimmings, lock sets, bolts, and butts, are in best demand. Canadian locks have been reduced this week, but otherwise prices are unchanged.

Railway Supplies—The break in the price of shovels has not apparently brought about the increase in the sale that was anticipated by the makers. There is a prospect of the latter getting into line together again, and in that case the cutting will be discontinued. Picks, hammers, and drill steel are moving fairly well, but it is yet too early to feel the full force of the trade. The prospects, however, are extremely hopeful.

Lumbermens' Supplies — Skidding tongs in addition to chains and cant hooks, are now moving well for immediate delivery. Despite the falling off in lumber operations the trade has been well up to average. Prices have been maintained, and but for the set back last year, the season would have been a record one.

Spring Goods—Wringers, washing machines, sad irons, as well as household supplies, are maintaining the vigor noticed last week. Lawn mowers, and garden tools are also in demand, but no swing has been imparted to them as yet.

Nails—Nails are moving in fair quantity, but the recent cut has not done much to increase business. We continue to quote $2.30.

Sporting Goods—There is a singular absence of life in sporting goods. Shot and cartridges are in request but other lines are practically stagnant. It looks as if orders in this department, when they do come, will arrive altogether and in that case some dealers will have to put up with an annoying delay.

Bolts and Nuts—These lines continue to move freely, and a good trade is anticipated. Prices are being maintained, and makers' stocks seem to be ample.

Screws—Screws are in fair demand. Orders for future delivery are assuming larger proportion, and prospects seem to be very good. Stocks are not so well assorted as they might be. Prices are unchanged.

TORONTO HARDWARE MARKETS.

Toronto, March 5.—March business has opened up in a satisfactory manner in all the different cities and towns and though the country roads are still blocked with snow in many districts a satisfactory amount of booked orders are coming to hand. Building prospects continue to brighten and there is every prospect of a large number of residences being built during the year, although the number of permits issued to this date are behind those of last year.

During the week several important changes have taken place on the markets which have greatly tended to increase booked orders.

Builders' Hardware and Supplies—This line is always in demand and dealers are booking large orders for the year's business. Quantities though still slightly below last year's booking, are of a better quality and during the past week an important reduction of a temporary nature has overtaken the market, and should tend to increase bookings. All varieties of Canadian locks, door sets, catches etc., are involved in the cut and discounts have dropped from 37½ and 10 to 45 and 10 per cent. off list.

Spades and Shovels—These lines during the week have changed several times. The spring price lists quoted discounts, then net price lists were issued and at present an open market exists. The differences which exist at present among the manufacturers cannot last, however, and a new list will likely see prices advanced again to near the former figures.

Rope and Binder Twine—Booking on these lines is about over and prices remain steady. The bookings are extensive this year and prices remain unchanged.

Iron Pipe—The metal base remains steady at present and quotations for the week are steady. The demand is on the increase at present owing to the proxmity of the building season. We continue to quote: One-inch black, $5.28; one-inch galvanized, $6.23.

Spring and Summer Goods—Garden hose, lawn mowers, garden tools, poultry netting, wire fencing, etc., is increasing in demand to some extent and the orders coming to hand during the week are much more substantial than for some time. Prices are unchanged.

Miners' Supplies—Advices received from mining centres point to a large amount of development on all sides this year. As a result of this the prospects for a large demand for supplies of all kinds is good.

Explosives are in demand at present and large orders for drills, picks, shovels, etc., are confidently expected in the near future. In addition to the orders being booked for future delivery a good business is under way for immediate needs.

Screws—The demand for screws is steady and slightly larger than last week. There are good stocks on the market at present and at this writing it seems improbable that a repetition of last year's scarcity would occur. We continue to quote 85 and 10 per cent. on flat and 80 per cent. on round styles.

Oakum—The demand is steady and prices remain firm at present. We

quote 100-lb. lots at $4.50 to $4.75.

Nails—Wire nails remain firm and orders are fairly large. The price is likely settled for the building season. We continue to quote $2.30 for 100-lb. kegs.

Bolts and Nuts—Business is reviving at present and prices remain unchanged.

Sporting Goods—These lines are dull at present but stocks for summer demand are being constantly added to. The past winter has been good in sporting goods circles and at present stocks are much lower than was anticipated at the new year. Sporting guns will be higher this year and other lines are quoted at about the same figures. Fishing tackle will soon be a decidedly active line.

MONTREAL METAL MARKETS.

Montreal, March 6.—The metal situation has not altered much from last week. The premium on spot tin has again re-appeared in New York, as we anticipated, and merchants are being taught a lesson which will probably make them more careful in the future. It would be well if users of metals generally, took a warning from the present tin situation in the States. Through not buying ahead with due regard to the needs of the country, and allowing stocks to become depleted, purchasers of tin across the border have been forced to buy from the English market, with the result that they are paying a heavy price for the metal. It may be all very well to have cargoes of tin on the way from the East, but Singapore is a long distance from New York, and if the vessels are not in port when the metal is wanted, then it must be had from somewhere, and London, in consequence, reaps the benefit.

In a somewhat similar position will users of metals find themselves if the extreme conservative buying of the present day be prolonged much longer. A strong industrial boom is bound to spring up sooner or later, if only as a result of the depression through which we have just gone, leaving out the effect of the natural development that is going on, imperceptibly perhaps, around us. There has been curtailment of production in all directions, and although stocks may appear to be heavy in particular metals, this heaviness is more apparent than real. Trade activity does not take long to consume surplus stocks, when output has been curtailed. Mines, furnaces and mills, cannot be set going at a moment's notice, and demand when it does overtake supply is not easily caught up again. There will come a day when purchasers will find themselves in the same position as the tin merchants of New York are at present. Metal will be wanted immediately, and there will be no metal and then buyers will be squeezed on a soaring market. Prices are now at a good purchasing level, and if buyers came quietly into the markets, as they could do at the present time these figures need not be unduly inflated. But if they wait until the demand comes along with a rush, as it must do if the present holding off be maintained, then a heavy toll will have to be paid.

The copper situation seems to be improving. It looks as if the heavy buying from the Far East, as we reported as rumored last week, had taken place, for it is announced that the idle mines of the Amalgamated Copper Company, as well as the Butte Coalition, and North Butte Companies, are to be set in full operation by the end of this week. Apparently a shortage is being anticipated, and as it will probably be at least three months before these mines can produce any copper for marketable purposes, the copper market should strengthen considerably in the near future.

Pig iron is showing greater strength in the Old Country every week, and maintains its reputation for general stability. Locally, figures are holding their own on a demand that is quiet but steady. Quite a good business is being done in antimony, and conditions are strengthening.

Pig Iron—The United States markets are, if anything, slightly weaker, particularly in the Southern grades. This has had a tendency towards the further upsetting of existing conditions. Heavier tonnage has moved during the past week, heavier than at any time since the commencement of the year, but mostly at prices below published quotations. The English markets, on the other hand are showing considerable strength, and prices are steadily tending upwards. Cleveland warrants are now quoted at 50s. 7d., an increase of 10d. on last week. Shipments are exceptionally heavy, and stocks are gradually being depleted, with the result that makers and holders are asking higher prices. Steel making grades, however, are weaker, and are moving but slowly. Steel and finished materials continue in an unsatisfactory condition, and prices are being cut to secure orders. Locally the demand is on the light side, as only to be expected at this time of the year, but indications are for an improvement both as to prices and in demand. We quote: Middlesboro No. 1, $21.50; ex-store, with a shading for large quantities for import; No. 3 $20.50; Summerlee, $25.50.

Tin—Tin, after some fluctuations, closed at £128 10s. in the Old Country, which is £2 lower than last week. Against this the price in New York has risen to $29.75-$30. The spot scarcity has again been produced, and tin is badly wanted. Some fair cargoes are on their way to New York, but they have not yet arrived, and if the demand increases in the meantime, higher figures will be reached as New York merchants are in a position to be squeezed by English holders. The situation locally, is firmer with quotations at 32½c to 33c.

Copper—Copper is still weaker in the Old Country, and is now quoted at £57 7s. 6d., but the situation in New York seems to be improving. This will tend to strengthen figures across the Atlantic. Large sales of copper, principally for foreign account, have been made in New York, and it is stated that the transactions have run into many millions of pounds on a basis around 13c. These sales should pretty well clean up available stocks. Large consumers have also been buying copper, and although the purchases are not large, they are of good bulk, considering the poor demand that has prevailed. In view of the fact that foreign buyers are in the market again, which would be accounted for by the Chinese and Japanese sales and that the domestic demand has improved to some extent, the market should strengthen considerably. The opening of the idle mines of the Amalgamated Copper Co., and of other concerns, indicates an anticipated shortage and copper may yet start towards the 15c basis that we have been promised. The situation locally, is steady, and we still quote 14¾c with shading for large lots.

Spelter—Spelter is again weaker in the Old Country at £21, but the East St. Louis price is being maintained at $4.75. The metal should undoubtedly be stronger, as stocks are light, and the demand good. The sagging is probably due to European unloading, but we do not anticipate that the market will weaken to any great extent. We continue to quote 5½c for foreign, and 5¾c for domestic.

Lead—Lead has gone below the £14 mark, and is in a depressed state. There is little feature to the demand locally, and we now quote lead, imported pig, at $4.25.

Old Materials—The situation is improving somewhat as stocks are getting low, and the demand is slowly picking up. Manufacturers are not making much scrap at present, and there is a likelihood of a shortage later on. Inquiries for cast scrap iron is the feature of the market at present and higher prices are quoted. Prices are unchanged as follows: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 2¾c; wrought iron, $12; No. 1 cast, $14; No. 2 cast, $10 to $11.

TORONTO METAL MARKETS.

Toronto, March 6.—A big advance in tin is the feature of this week's market, figures being advanced locally to from 33c to 34c, the difficulty in securing stocks for present use being the cause of the rise. In New York large premiums are being paid for immediate delivery, futures being weaker than spot quotations. With light shipments on the water, the present situation does not appear likely to be relieved for some time. It is evident that it does not pay to be too pessimistic about making purchases. Tin at 31c in Toronto was near rock bottom, and consumers who took advantage of the low quotation to cover themselves for a month or two at least made no mistake.

Copper is in an interesting position with European warehouses filled and stocks gradually but steadily accumulating in America. In spite of this the Amalgamated Copper Co. is re-opening a large smelter and several mines in

Montana, putting on a full staff capable of producing the limit of production. This news temporarily weakened the U. S. markets this week, but seems more likely to result in a stronger position being assumed as soon as the move is understood. Two explanations are given one being that the Amalgamated Company had grown tired of trying to hold the market from breaking further by curtailing its production, while competing companies were in full operation. The more reasonable expression of opinion, however, is that the Amalgamated Company foresee a shortage of supplies with the increased demand resulting from the resumption of trade activity in the spring and by putting their Montana plant in operation now they will be able to meet the increased demand three months hence and thus prevent a runsway market in the summer. While it is well to watch any peculiar move of the copper market manipulators with suspicion, the putting to work of several thousand men at a time when copper is selling around 12½c in New York can be reasonably taken as a token of confidence in the future by the Amalgamated Copper Company.

The past week has seen a marked change for the good, the first inquiries for forward shipment having been received. It looks as though the expected spring buying movement has arrived, and if this prove to be the case prices are sure to become much firmer, as with a curtailment of production during recent months stocks in many lines are insufficient for holders to experience a brisk demand without finding it advisable to raise prices to cover themselves when rebuying.

Pig Iron—While we make no change in our quotations the market is undoubtedly in a stronger position than for some time past, the approach of spring tending to force buyers to enter the market and arrange specifications to cover their demands during the more active summer months. The English market has gained in strength, but in the States prices are still being shaded on iron and finished materials. Locally we quote $21 for No. 3 Middlesboro and $22.50 for No. 2 Canadian foundry iron.

Ingot Tin—With a fluctuating market in London a scarcity of stocks has developed in New York, and available supplies are said to be cornered. Prices have risen in response to these conditions, and, following New York, quotations in Toronto have been advanced from 31c to 34c in Toronto.

Ingot Copper—The week has seen a declining market in New York, with 12c copper predicted owing to keen competition. The low prices are certain to be taken advantage of by many consumers, however, and a reaction can be looked for. We quote 14c in Toronto, but this is being shaded in quantities.

Pig Lead—Demand is small with prices weak at from $4 to $4.15 per 100 lbs. quoted for imported pig.

Spelter—Weakness has developed and outside markets have declined slightly. We still quote 5¼c for foreign and 5c for domestic.

Antimony—Continues dull at 10c to 10½c.

Old Materials—An improvement is noted in scrap iron, for which some demand exists. Other lines continue inactive, however, at unchanged quotations.

Quebec and Maritime Provinces

Farm Implement Company incorporated at St. John—Steel Foundry to be Established at Moncton by Rhodes, Curry & Co.—Canadian Fairbanks Company Open Office at St. John—Prince Edward Island News.

HALIFAX.

Halifax, N.S., March 4.—The spring trade is now opening up and the prospects for business appear bright. The orders now coming in are satisfactory, and the collections are considered very good. There is considerable uncertainty about prices which have a tendency to fluctuate. There has been a change in the price of spades and shovels, being quoted at 50 per cent. off list. Nails are steady at last quotation, but some other small lines have been reduced in price, such as auger bits and boxwood rulers. Steel lines are also weaker, tire, spring, toe-calk, sleigh shoe being quoted at 25 cents under former prices, and cast steel is quoted at 9 and 12 cents instead of 10 and 12 cents. Tire steel is quoted at $2.75; spring, $3; machine $3.50; and sleigh, $2.75.

Zinc—Casks, $6.75; smaller quantities, $7.25; spelter, 8c; pig lead, English, $5; Canadian, $4.75.

Tin—Ingot, 33c to 35c, according to quality. Sheet coke tin plate, $4.25 and upwards, according to quality and quantity.

White Lead—Canadian, $6.50; Brandram's BB genuine, $7.50.

Bar Iron, $2.30; black sheet iron, 24 gauge, $2.50; galvanized sheet iron, 24 gauge, $4.

Paris green, in tins, 28c to 29c.

* * *

The copper mine at St. Julien's on the north-east coast of Newfoundland, which was inspected by experts on behalf of foreign companies, has been sold to an English syndicate, and the first instalment of the purchase money was paid into the Bank of Montreal at St. John's last week. The new owners propose to work the property on an extensive scale, and their representatives will arrive in Newfoundland early in the spring and proceed north on the first steamer after navigation opens. The development of the property will be a great boom to the people along the coast.

* * *

The seam of coal for which the Dominion Coal Company has been searching at Linjan, Barrois, has been located by William Elworth. The seam is about six feet thick, and contains coal of excellent quality. It is expected that extensive development will take place at the new seam this year.

* * *

A new electric turbine pump is being installed at Dominion colliery. The pump is run by a 100 h.p. motor and is capable of pumping five hundred gallons per minute against a head of 100 feet. The pump will be used as an auxiliary to the steam pump now in use there. It is likely that within a short time the steam pump will be taken out and an electric one installed in its place.

* * *

The Gypsum Company have about one hundred men working in the quarry at St. Ann's, C.B., mining plaster so as to have a surplus stock on hand when navigation opens.

* * *

Rhodes, Curry & Co., of Amherst, have decided to establish a large steel foundry at Moncton N.B., for the manufacture of steel castings and general railway appliances. The company will probably occupy the old Intercolonial Railway shops at the latter place.

ST. JOHN.

St. John, N.B., March 3.—Business continues rather quiet and there has been practically no change in prices. Collections are fair. The unusual interest being manifested in provincial elections has had the effect of putting business matters in the shade.

* * *

A meeting of the creditors of J. S. Coughlon, plumber, who was reported as in financial difficulties, was held on Feb. 24, when it was decided to wind up the estate and dispose of the assets for the benefit of the creditors. The assets are about $1,000, with liabilities about $2,500. Powell & Harrison are solicitors for John Keeffe, the asignee.

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F. D. Sadlier's saw mill at Rowena, Victoria county, was totally destroyed by fire last week. The loss amounted to $5,000, with insurance of $1,000.

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Warren H. Belyea, Cora R. Belyea, William Stymest, Percy Cleveland, of Newcastle, and Edward Bourgeois, of Trocadie, have been incorporated as the Miramichi Farm Implement Company, with a capital of $15,000.

* * *

Thomas W. R. Ellis, formerly of St. John, but for the last three years resident in Yarmouth, has been appointed traveler for Waterbury & Rising, of St. John, and H. H. Dryden, hardware manufacturers, Sussex, in the western counties of Nova Scotia.

* * *

The Canadian Fairbanks Company has opened an office and sampleroom at 58 Water street, for the convenience of its customers in St. John and the territory tributary thereto. G. E. Choinier will manage the company's affairs here.

Told by Ontario Correspondents

Detroit Wire Company May Locate at London—Bright Building Prospects at Kingston—Chatham Pedlar Fined Small Amount—Frost Wire Company, Hamilton, Get Big Contract—Business Transfers at Stratford and Wallaceburg—Linseed Oil Mill for Guelph—Interesting Decision Made by Hamilton Judge.

KINGSTON.

Kingston, March 4.—The plumbers, tinsmiths and general jobbers are at present, and have been for some time past, the busiest men in the metal trades in Kingston, and trade in their line seems to be increasing considerably, but the retail hardware merchants have suffered greatly from lack of trade during the past month, very few sales of any importance being reported. The general opinion is that trade will increase rapidly as soon as spring arrives.

* * *

This has been a good season in this district for skating, snowshoeing and tobogganing parties and larger numbers have indulged in these outdoor sports this year than usual. Many sales were reported during the winter in these lines and the various rinks are constantly kept busy by the local hockey teams. Everyone seems to have gone into this kind of sport this year and a profitable business has resulted.

* * *

Alexander Moore, who for the past three years has been connected with the firm of McKelvey & Birch, resigned his position there a few weeks ago, and has since accepted a position with W. A. Mitchell, hardware merchant, of this city, with which firm he spent some of the earlier years of his career in hardware circles.

* * *

Most of the cut stone for the foundation of the servants' new quarters at the Royal Military College here has been drawn over to Navy Bay and is in readiness for building operations which will commence by the first of April. It is expected it will take at least a year to complete the buildings.

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Frederick Moxley, who for the past few years has been engaged as clerk in W. A. Mitchell's hardware store, resigned his position with that firm a couple of weeks ago, and will probably leave for the west in the near future.

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At a meeting of the board of works the following contracts were awarded for the coming season: Hardware, John Corbett, $261; Lumber, S. Anglin & Co, $1,100.75; Cement, Frontenac Lumber and Coal Company, at $1.18¼ a barrel.

HAMILTON.

Hamilton, March 4.—A rather amusing and at the same time unique coincidence occurred last week in which the motto of patronizing home industry was put to the test. The Hamilton and Toronto Sewer Pipe Company and the Dominion Company, of Swansea, tendered for the city's supply of sewer pipe for this year, and when the matter came before the sewers committee of the city council, the aldermen found themselves in a peculiar position. About 70 employes of the local company were present to urge the city fathers to give the contract to their employers, and a representative of the Swansea company presented a petition signed by a number of the leading contractors in the city, requesting that that company be awarded the contract because it had been the means of lowering prices. To make the matter more complex the tenders of the two firms were about equal when considered in their various aspects. The local firm's tender was $274 lower than the other for the same size of pipe as was mostly used last year, but as the city intends using a somewhat larger pipe this year the Dominion Company's tender proved to be lower on the whole by about $300. This resulted in the aldermen being left to choose between home-made goods and outside products, and in view of the fact that the local tender had such a strong backing according to representation they decided to stand by the well-known motto of patronizing home industry.

* * *

P. W. Sothman has been appointed by the city to prepare the specifications for the proposed municipal street lighting and power plant. Mr. Sothman is a Dane and he was for several years chief engineer of the Hydro-Electric Power commission. He came from New York, and as the power situation here is more complicated than in any other city in Canada, owing to the strong competition between the Dominion Power and Transmission Company and the Hydro-Electric power project, the city decided to get the most capable and at the same time independent engineer available, Mr. Sothman has constructed numerous big electrical plants in Germany and many other parts of Europe and is recognized as one of the best engineers in the business.

* * *

The Brooks-Sanford Hardware Company, of Toronto, has secured handsome new premises for its agency here. During the past few weeks it has removed from its former address on West King street, to 160 East King street, and it is now lodged in very commodious and well-appointed quarters. Since the agency was opened in this city the firm has secured a large share of the hardware business in connection with the building trade, to which it particularly caters. At present it has the contract for all the tiling, brass work and other incidentals, to the extent of about $1,200, on the new $175,000 Central Presbyterian church, and another contract of about $500 on the new Home for Incurables, which is being erected by the city. Other contracts which it has recently completed have been for the material used in connection with the alterations to the post office, to the erection of the terminal station, alterations to the Hamilton and Commercial clubs, Bennett's and the Savoy theatres. The firm looks forward to increased business as the result of its change in location.

* * *

The Frost Wire Fence Company has secured a contract for supplying a South African stock breeding company with 250 miles of wire fencing. It is a rush order and the full staff of employes is working on it, night and day shifts being required. The order was secured through the firm's representative in South Africa. This company has had a very busy season and despite the general depression in trade it has been necessary to work its hands full time and to run a part of its plant at night.

* * *

H. L. Frost, of the Frost Wire Fence Company, was in Cleveland this week looking after the factory there. Since the death of his father several months ago, Mr. Frost has had the responsibility of both factories on his shoulders and the consequence is he has to spend a lot of his time in Cleveland.

* * *

Paul J. Myler, manager of the Canadian Westinghouse Company, stated this week that the indications for a brisk spring business were bright. His firm has been a prey to the general depression and the electrical plant has been working on short time for a couple of months. However, a number of big contracts have been secured, which augur well to keep the shops working steadily until the spring orders are received.

* * *

The P. L. Robertson Company, which was recently incorporated to carry on the manufacture of nails, screws and accessories, will erect a good-sized factory in the manufacturing district as soon as the frost is out of the ground. The company has ordered a lot of machinery and has purchased about thirty acres of land. It is the intention to erect a building costing about $10,000 at first and to so construct it that additions can be made from time to time without interrupting the working of the plant.

* * *

John Tilden, of the Gurney-Tilden Stove Co., fell and broke his arm a few weeks ago, but he is able to be at the office again.

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The congregation of Herkimer Baptist church has decided to erect a new church, at an estimated cost of $20,000.

* * *

S. H. Alexander, of the Wood, Vallance Hardware Company, was presented with an easy chair last week by the members of the Elgar choir, of which he was secretary, in recognition of his services. The choir gave a concert here and in Massey hall, Toronto, last week, both of which were overwhelming successes, for which Mr. Alexander was in no small way responsible.

* * *

Your correspondent was shown through the plant of the Canadian Shovel and

Tool Company this week and the manufacture of the company's patented solid neck shovels was thoroughly explained by the superintendent, Frederick Skelton. This company, which was organized only a few years ago, has been forging ahead in leaps and bounds, and the introduction of this new style shovel has resulted in greatly increased business. The shovel differs from the ordinary run in that the most important part of it, on which the greatest strain is placed—namely, the shank or neck immediately below the handle and connecting the shovel proper—is of solid metal and all one piece. The sockets are made in such fashion that instead of having to throw away the blade whenever the handle breaks any workman can, by removing a rivet, place a new handle in the socket.

The same company is also making a new style patent D handle. The top of the ordinary shovel handle is of solid carved wood, but owing to the constant cracking and breaking of these handles the Canadian Shovel and Tool Company has devised a D-shaped handle which is split and bent and socketed on top, which does away with any chance of warping or cracking. The whole plant of the company in which these shovels are manufactured, is strictly up-to-date and in many parts of it the shaftings are all carried in underground passages.

* * *

The Baynes Carriage Company last week shipped a consignment of 50 high-grade carriages to Sydney, New South Wales. This is an exceptionally large shipment for a Canadian carriage firm. Harry Shillington, of Chatham, formerly traveler for the William Gray & Son's Carriage Company, of that place, has been appointed representative for the Baynes Carriage Company in western Ontario.

* * *

There is a little activity in the building business in preparation for spring. Things have been very quiet in this line for some time, but several building contractors have already laid plans to build a large number of workingmen's homes at reasonable figures.

* * *

An interesting decision was given here this week by a High Court judge in the case of a merchant who was fined $25 by the police magistrate recently on being found guilty of obstructing the sidewalk in front of his store by attracting a crowd to watch a man displaying goods in his window. The magistrate held that the merchant was guilty under a city by-law of obstructing the sidewalk, because he was the cause of the crowd gathering, but the judge held with the appealants that obstructing the sidewalk was meant to refer only to packing cases, etc., which were frequently left on the sidewalks, and that such an obstruction as was caused in this case was due directly to those who stopped in front of the window. Considerable interest was taken in the case by local merchants in view of the fact that previous convictions have been made under the by-law.

A man who pleases only himself must furnish all the applause.

GUELPH.

Guelph, March 3.—J. Muir, of the Goold, Shapley & Muir Company, Brantford, was in Guelph last week, looking over the galvanizing department of the Page-Hersey Tube and Iron Company's pipe mills. The Goold, Shapley & Muir Company are installing a galvanizing plant in their works at Brantford.

* * *

At a meeting of the railways and manufacturers' committee of the city council, S. J. Taylor brought up a proposition to erect a linseed oil mill on the old rolling mill property, if certain conditions were granted.

* * *

The Jardine Foundry, Hespeler, is running nine hours a day, five days per week. Not since 1883 has this foundry been running on short time.

* * *

The Gilson Manufacturing Co. state that they are having far more orders than the capacity of the present plant can turn out, being from two to three months behind their orders. As soon as the weather becomes more suitable for building they intend building an addition to their machine shop, consisting of a machine shop 100 feet long and 60 feet wide. Tenders will be called for immediately. They will employ from 20 to 30 additional hands when the new building is erected.

LONDON.

London, March 3.—Jobbers report an improvement in business over last week. The railways and country roads are again blocked however, and it would not be surprising if a falling off in orders were found at the close of the current week. Seasonable quiet continues in retail lines. Special sales are being conducted by two Dundas Street firms, one a removal sale and the other a "fortieth anniversary" sale.

* * *

The liquidators of the Wilcox Manufacturing Company are disposing of that concern's manufactured goods consisting principally of builders' hardware. Nothing has as yet been done with the plant. Some local parties are talking of taking it over and running it, but the tightness of money holds them back.

* * *

The business conducted by W. L. Myers at Stratford has changed hands and will in future be carried on by Myers & Fisher, brother and brother-in-law, respectively, of the late proprietor.

* * *

H. L. Minds, representing the Union Wire Fence Loom Company, of Detroit, was in the city a few days ago, interviewing the mayor with reference to the raising of local capital for the purpose of starting a branch of the business here. It is estimated that the business could be started on a capital of $5,000 and Mr. Minds desires to get in touch with local men who would be in a position to take up such a proposition.

* * *

The Canadian Organ Company, of Woodstock, has approached the civic authorities with the view of securing in this city a free site, free building, and a $5,000 loan, or rather more than London, at least, is inclined to give as inducements.

* * *

The additions to the Grand Trunk shops are now nearing completion. The glazing is finished in the larger of the two new buildings, which will be used exclusively for working on freight cars. The other building, which it is understood is to be used as a wheel room to relieve the congestion in that department, is also practically completed and both structures will be in use by the time the rush of work comes in the spring.

CHATHAM.

Chatham, March 3.—Judge Dowlin handed down his decision last week in the famous Brodie peddling case. It will be remembered that last fall Benjamin Brodie, a rug peddler, was arraigned in the police court for failure to take out a license under the civic by-law. Magistrate Houston, however, declined to convict, on the ground that the license fee prescribed in the by-law, $100, was prohibitive, and that, consequently, the by-law was invalid. The city, strongly urged by the retail merchants, instituted an appeal, which was heard some months ago. Last week a tardy decision was handed down, reversing the magistrate's decision as to the validity of the by-law. Judge Dowlin, however, agreed with the magistrate that the license was excessive, and accordingly fined Brodie a nominal $1. and costs. The decision, though not entirely satisfactory, is at least a slight advance in the direction of protecting the regular retailers.

* * *

The National Supply Company have rented part of the Stewart Block at Tilbury, and will in the near future make their Canadian headquarters there. Their Merlin branch was closed last week. A new branch is to be opened in Fletcher, however, in addition to that in Tilbury.

* * *

The residence of Jas. Smith, the Wallaceburg hardwareman, just above his store, was last week visited by fire. The loss was considerable but will, it is stated, be fully covered by insurance.

* * *

Munroe & Zavitz, of Wallaceburg have purchased the interests of H. A. and D. W. Stonehouse in the Stonehouse, Munroe & Zavitz Co., Limited, of that place. The company, which has conducted a large general mercantile business, will be continued under the present name, it is understood.

* * *

Mrs. A. Hunter's general store at Charing Cross was broken into one night last week. The plunder secured, however, is reported to have been inconsiderable.

Under the franchise recently granted to Thos. Vickerman for the electric lighting of Tilbury, street lights are to cost $45 each per year, running from dusk to midnight every night. The rate to private consumers is fixed at 15c. per 1000 watts.

* * *

R. J. Clements, of the Tilbury Iron Works, is completing arrangements to build a 3½ horsepower air cooled gasoline engine, specially designed for the use of farmers.

* * *

The long delayed municipal producer gas electric lighting plant is, according to information supplied by Engineer L. G. Read of Montreal, due to arrive in the city this week.

WALKERVILLE.

Walkerville, March 3.—The Ford Motor Co. report business good, and are now busy manufacturing their 1908 models, for which they expect a large demand.

* * *

The Presbyterians of Walkerville have started a mission and expect to start building their church here in the very near future.

* * *

The McGregor Banwell Fence Co., Limited, whose new two-storey concrete factory was completed some time ago, have installed a large quantity of the very latest machinery for the manufacture of their Ideal fence, gates, lawn fence and fence supplies. They report making a new lawn fence, which is becoming very popular among their customers, and they have already booked some large orders for their new Ideal fencing. They also manufacture a Maple Leaf lawn fence and this latter they have had on the market for a considerable number of years.

West of the Great Lakes

Government Seed Cleaning Plant for Saskatoon—Vancouver Ninth of America's Cities in Amount of Building Permits for January—Bridge Construction in British Columbia.

SASKATOON.

Saskatoon, Feb. 29.—Messrs. Elford & Cornish, who carry on a business as metal workers and steam heaters here, have returned from Winnipeg, where they took part in the bonspiel. Last fall they were enterprising enough to erect a curling and skating rink here when other business did not occupy all their time. The venture has turned out very successful, being patronized by both curlers and skaters.

* * *

The trophies of the curling association have been augmented by the arrival of a handsome cup, the gift of Alderman Hopkins, of the west-end hardware store. On the face is the inscription, "Hopkins Trophy, 1908. Presented by W. Hopkins to the Saskatoon Curling Association for Annual Competition." Mr. Hopkins is a keen curler and has just returned from Winnipeg where he took part in several games. He reports business as being fairly good in the Manitoba capital for this season of the year.

* * *

M. Isbister has just moved into his fine new residence on the crescent. It was built last year but has only recently been finished.

* * *

Most of our hardwaremen handle bluestone at this time of the year and some of them are putting it up in small convenient packages. It is used extensively by farmers during seeding time. Last year everyone was sold out of it before seeding was over.

* * *

A seed cleaning station will be established here by the Government for the purpose of cleaning all seed grain which will be distributed throughout this district. This precaution is taken to prevent the spread of weeds and other undesirable seeds which cause the farmers much trouble.

* * *

A good deal of stock and cattle food occupies a prominent position in the hardware stores just now. Powders for various ailments are also handled as a side line, as well as colic remedy, liniment and poultry foods, cattle and sheep dips and the handling of these lines is rapidly proving an excellent money-making side line.

VANCOUVER.

Vancouver, Feb. 28.—While there is nothing very special to report in connection with the trade in this part of Canada, it is gratifying to be able to record a steady improvement and the best of prospects for the coming season. What there is doing in building is shown in the fact that Vancouver was ninth for January among the large cities of America, and not only Vancouver, but other cities in the province, and small places in the developing districts have considerable building. There is little change in conditions in the lumber industry, though in mining things will be doing as soon as the metal market improves. Companies are preparing for this, and at Rossland we find that the capacity of smelters will soon have to be enlarged to take care of the ore that is offering. The West Kootenay Light and Power Company is generating electricity, which is being used throughout the Boundary and in West Kootenay and mining establishments are quick to utilize this convenient power. With the many available water powers in British Columbia, there should be a big business doing in electrical machinery in the next few years.

* * *

Whether the fault lies with Canadian manufacturers in not having an article that can compare with the American, or whether they do not hustle enough for business, the fact remains that the Sechelt Brick and Tile, Ltd., a local company, has ordered a plant, which will cost when installed $60,000, for the making of bricks, from Dayton, O. The first consignment of five carloads is being loaded to-day on scows for transport to the site of the proposed works at Storm Bay, Sechelt peninsula, where a very extensive clay deposit is owned on the waterfront. Those in the company are all local men, the capitalization being $150,000, and half of this has already been subscribed. There is plenty of room for a good brick manufacturing company out here, and in this instance attention will be turned first to the common building article, and later, when trade warrants, terra cotta, etc. It may be that being so far west, that Canadian manufacturers overlook the possibilities of placing machinery outside of lumbering and mining. Developing is proceeding along many lines, and the man on the spot will find many opportunities to do good business.

* * *

Bowman & Connor, consulting engineers, of Toronto, have their eyes on British Columbia, and have offered their services in the preparation of plans and specifications for the bridge to be built across the arm of the Fraser to Lulu Island, by the city of New Westminster. Bridge work in Vancouver and New Westminster is being attended to by J. A. L. Waddell, of Kansas City, who acted on the Government bridge across the Fraser, and reported exhaustively on the three bridges to be built by Vancouver across False Creek, and which will cost a million dollars in the aggregate. As he was here this winter, he was secured by New Westminster at the same time.

* * *

Dredging in the Yukon is offering opportunities, and there Canadian companies are as much in evidence as those controlled by American capital. But Bucyrus, Ohio, with its manufacturing of special dredging appliances, has a cinch almost on the business. Large shipments of machinery are now being taken in over the ice from White Horse, being hauled altogether 410 miles by sleigh. The new company, organized by William Ogilvie, well known throughout Canada, is preparing for extensive work. Not only will dredges be built, but a steamboat also, and an electrical equipment will be installed at Fraser Falls in a year or two to supply power to operate the dredges. The hulls for the first dredge and the steamboat are now being built at White Horse, and will be taken to the Stewart river, the scene of operations, during the freshets in June.

* * *

Business is opening up for manufacturers of machinery used in the canning and evaporating of fruit. This industry is now approaching the stage that canneries are being started up in different parts of the interior, and plants will be installed to be in operation when the fruit comes in again this year.

Modern Conveniences for Farm Homes

The Ninth of a Series of Articles Intended to Help Canadian Plumbers in Educating Residents in Country Districts to the Necessity of Better Sanitary Arrangements.

By Elmina T. Wilson, C.E.

INTRODUCING CONVENIENCES INTO HOUSES ALREADY BUILT.

It goes without saying that both plumbing and heating systems can be put into a house more conveniently at the time the house is being built; but if this has not been done there is nothing to prevent their being installed afterwards.

The installation of the plumbing may conflict with the routine of the household for a week, but as all pipes should be exposed, for sanitary reasons, aside from cutting through ceilings and floors be built just as well to connect to an old house as to a new one, especially if no fixtures are placed in the cellar, and cellar fixtures should be avoided if possible, especially open drains in the cellar floor, even if trapped.

Figure 22 gives a general plan of the buildings on a farm in the Santa Clara Valley, California. As the contour lines show, both barn and privy are on ground higher than the surface of the well, the privy being on ground higher even than that upon which the house stands. The privy vault is never cleaned, but ashes and lime are used once in a while, and then the old vault becomes full a new one is dug. The water is carried up the hill to the house, a distance of 150 feet. The plan of the house as given shows the conveniences that could be added with slight changes.

An elevated tank is a favorite method of getting water pressure in California, as it is not necessary to provide against freezing, and one could be used in this case with a windmill or engine to pump the water into it. Three hundred feet of galvanized iron pipe would carry the water to both house and barn. The changes to be made in the kitchen are very simple. The bedroom closet that extends into the kitchen could be taken out and a closet provided from one end of the storeroom. The storeroom is converted into a pantry. The wall of the present pantry is extended 4 feet, which changes it into a fine-sized bathroom. The sink and laundry tubs are placed along this wall, allowing all the fixtures to connect to one soil pipe.

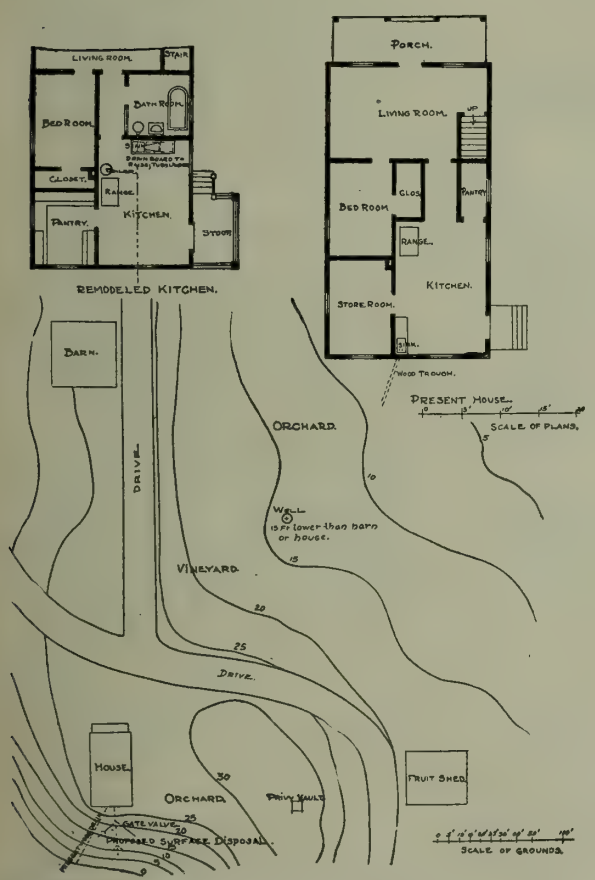


Fig. 22.—Present and Improved Plan for a Western Fruit Farm.

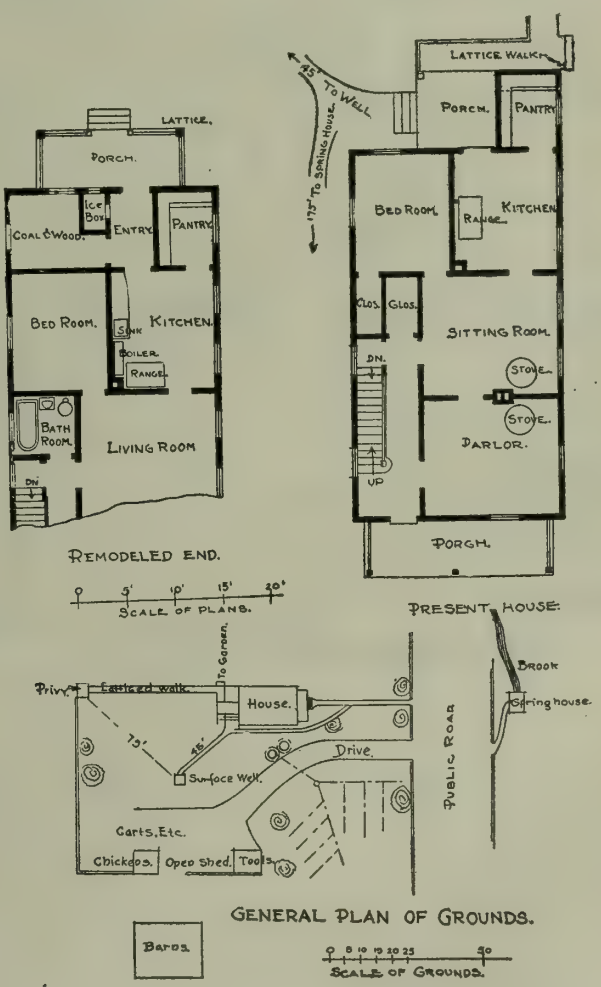


Fig. 23.—Present and Improved Plan for an Eastern Farm Home.

little inconvenience is met with in putting the pipes and fixtures in place. A water back can be fitted to almost any kitchen stove to supply heat to a small boiler, or a water coil can be placed in the combustion chamber of the furnace, which will furnish a more abundant supply during cold weather, and an independent heater, built to use any desired fuel, can be employed when there is no fire in the furnace. The waste water and sewage disposal system can

The surface disposal system could be used for the sewage, a single-chambered flush tank collecting the wastes and discharging them intermittently, by means of two sets of openings, over the steep side of the hill.

Figure 23 gives a general plan of the buildings on a farm in eastern New York with a plan of the house, drawn on a large scale, and a plan for the introduction of water into the kitchen and the installation of a bathroom.

At present a spring across the road furnishes water to a milk cooler and a spring higher up the hill would furnish an adequate gravity water supply for the house. The piping of this water to the kitchen has often been talked of, but has never been done. As the kitchen wing is only one storey high an attic tank could be put in over the kitchen and the water piped from this spring to the tank by ¾-inch galvanized iron pipe. The overflow from the tank could be carried to a stock tank in the barnyard. A hot water boiler could be connected to a water back in the kitchen range and hot water be furnished sink, the bathtub, and the lavatory. A bathroom could be made by removing the partition between the two closets and putting a window in the outside wall. The waste pipe from the kitchen sink could be connected to the soilpipe in the bathroom. The disposal of the sewage could be obtained by the use of the subsurface irrigation system, the draintile being laid in the grass lot across the drive, as shown by the broken lines on the general plan. The floor

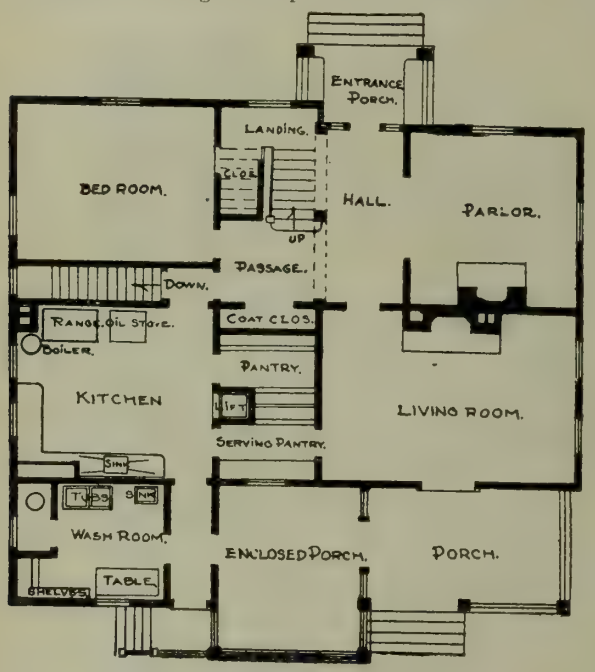


Fig. 24.—Plan for Farmhouse.

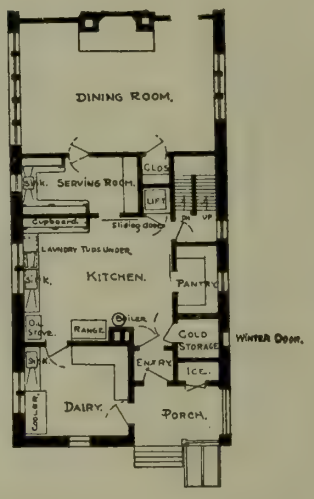


Fig. 25.—Plan for kitchen.

of the back porch could be extended and a woodhouse built here to furnish fuel for the kitchen range. A small furnace in the cellar would not require much more coal than the two heaters now used and would make the rooms more comfortable with less work.

The requirements of no two families are ever the same, but these suggestions of improvements are made with the hope that they may be a help in solving similar problems.

BUILDING ON PAPER.

With the development of good roads, the telephone, the daily free mail delivery, the farmer is becoming less isolated and desires to instal the improvements of his neighbors of both country and city. The most practical way of doing this is to lay the buildings out on paper, making provision for future extension wherever possible.

A plan that contains some of the essentials of a comfortable home is given in figure 24. The living room, which is the dining room, overlooks the garden and is connected with an enclosed porch which can be used for a summer dining room, the passage from the kitchen being arranged for this. The fireplaces are the best ventilators the rooms can have as well as affording a cheerful means of warming the room in spring and autumn before the furnace fire is started. The lift carries the prepared food, that should be kept cool, to the cellar without the need of going up and down stairs. If a pneumatic tank is used in the cellar the air near it is cool in the summer and advantage can be taken of this as a substitute for a refrigerator. The kitchen sink is against the laundry partition, while the bathroom would be on the second floor and over the laundry to keep all the plumbing together. The laundry can be used for a washroom if desired, and the water closet off of it is convenient from both outside and in.

The planning of each room also pays. Figure 25 shows a kitchen and dairy, with accompanying conveniences. The ice box of the cold storage room can be filled from the porch and a winter door is provided, so ice need not be used in cold weather. The kitchen sink is supplied with hot and cold water and although the kitchen must also be used as a laundry, the stationary tubs are provided with a cover and serve as a table when not otherwise used. A lift brings the fuel from the cellar, and is used to take vegetables and fruit to and from the storeroom. Provision is made for washing the dishes in the pantry convenient to the shelves upon which they are kept, and plenty of shelf room is provided wherever it is needed.

The arrangement being first made on paper and lived in by the imagination, many improvements will suggest themselves, until a home adapted to the use for which it is built will be the result when the plan is embodied by the carpenter and mason. The man that can make two blades of grass grow where one grew before has done something; but the man who makes one step do what took two before should also be given due credit.

DOES DUMPING PAY?

The recent sale of 100,000 tons of sheet bars by the United States Steel Products Export Company to Swansea calls for this statement by the "Iron and Coal Trades Review" of London: "In those countries which indulge in the practice of dumping, much has been made in the past of the beneficent effects of such steel exports, through the increase of employment secured thereby to home industries. Of course there must be an advantage to somebody in these transactions, otherwise they would not be carried through, but it is rather difficult to discern where that advantage comes in. If the United States Steel Corporation sells 100,000 tons of sheet bars to South Wales or the Midlands, it is sufficient to play havoc with the market for these commodities in Great Britain, but it is doubtful whether it brings any corresponding advantage to the United States Steel Corporation, or the Stahlwerks Verband, as the case may be. The particular species of dumping which sells American sheet bars to Swansea at 90s. delivered, whereas the home price at Pittsburg, is 121s, is likely to do the American iron trade more harm than good. Indeed, at this difference in price it can only be the stringent clauses of the contracts made with British buyers of sheet bars, and the knowledge that their deliveries would be indefinitely delayed, which would keep them from reselling these sheet bars back to the United States."

MALLEABLE IRON.

The value of malleable iron as a material of construction lies in certain special properties which are in a sense intermediate between those of ordinary grey cast iron on the one hand and mild steel on the other. Its most valuable properties are the readiness with which it may be machined, a fairly high strength under tensile strain, a considerable degree of ductility, and a consequent ability to withstand impact strains under working conditions. It may be readily bent, and castings may, therefore, be adapted without difficulty to the positions in which they are to be used. In these respects malleable iron is undoubtedly inferior to mild steel, and steel castings are, therefore, in demand for uses in which the conditions are more severe, as for example, in the case of car couplings. But the difficulties attendant upon making them, and the consequent higher cost of their production limits their application to situations where higher strength is of the utmost importance. Ordinary grey cast iron on the other hand, while it is cheaper than malleable iron, and while it is admirably adapted for use under compression, is incapable of withstanding severe shock, will not bend, and is unsuited to working under tensile strain.

Malleable iron, or to speak more plainly, iron which is capable of extension or of being shaped under the hammer, is simply iron in a purer form than simple cast iron, which, on account of the presence of carbon, is brittle. Malleable iron castings are first cast from pig iron and afterwards partially decarbonized by heating for several days in the presence of some substance, such as hematite (a species of iron ore).

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

New Marlin Shotgun.

An attractive booklet describing Model 24 of the Marlin repeating shotgun has recently been published by the Marlin Fire Arms Co., New Haven, Conn. Model 24 contains a number of improvements on last year's models. It has the simplicity and strength of mechanism, the safety lock, double extractors and other up-to-date features of former models, with important improvements for the safety, comfort and convenience of the shooter, which will greatly add to its success and in addition is fully guaranteed by the makers against any imperfection of material and workmanship. Dealers can get a supply of the new folders by writing the above company.

Summer Requirements.

Wood, Vallance & Co., Hamilton, have issued a very attractive catalogue entitled "Spring and Summer Requirements for the Home, Farm and Garden."

All lines likely to be required under the above head are displayed in the catalogue. The information regarding each line is particularly clear and the cuts are neatly arranged. The catalogue has evidently been prepared with a great deal of care and should be of interest to hardware merchants all over the country. It is full of practical suggestions and should be studied by every dealer who wants to have his stock complete for the coming season. A copy can be had for the asking.

Cat's Eye Glass.

Cat's eye glass is a specialty recently introduced in this country by the Maximum Light Window Glass Co., of London. The new glass is made on a scientific principle and is not merely an ornamental glass of the usual figured rolled type. The arrangement of lenses and discs is such that the concentration on the discs and the refraction of the light by the lenses produce peculiar effects on the glass and from this the name "Cat's Eye" is derived. This peculiar effect is most noticeable in a half light and for that reason has made itself very popular in Europe for interior work.

The formation of curves on this glass makes it most sensitive to all surrounding lights and columns. When glazed in windows which face lawns or trees the even colors of the article reflected will be reproduced.

Samples of the new glass will be sent post paid by mentioning this paper.

New Liskeard is experiencing some difficulty with the new waterworks system. A pressure of 200 pounds to the square inch, which was put on the pipes proved too much and a number of joints blew out. The citizens are satisfied with the water supply which has to date been very limited.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Hustling agents to sell Weldarine, the only compound that will weld cast-iron, making the joints stronger than the original metal; tremendous demand. Will sell to responsible parties the rights for Ontario and Quebec. Weldarine Agency Company, D.S. Morgan Building, Buffalo, N.Y.

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

AGENCY WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—Cornice brake, 8 feet. Give full particulars with best price. Box 698, HARDWARE AND METAL, Toronto. (9)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE and tinware in good growing village. Stock about forty-five hundred. Turnover ten to twelve thousand, easily increased. No opposition. Building for sale or rent. Death of owner. Principals only dealt with. Box 696, HARDWARE AND METAL, Toronto. (9)

FOR SALE—A good going and paying business Stock about five to six thousand. Will bear investigation. Box 700, HARDWARE AND METAL, Toronto. [10]

A growing established business in stoves, furnaces, kitchen utensils, cutlery, gas goods, tinsmithing, etc. Turnover $20,000 last year. Room for big growth as population is well over 16,000, good stand and long lease, first class stock and tools, about $6,000. Proprietor must sell as other interests are compelling. A bargain for a quick sale. Box 702, HARDWARE AND METAL, Toronto. (12)

HARDWARE stove and tinware business in one of the best manufacturing towns in Ontario. Stock about $10,000, turnover $50,000; good profits; good reasons for selling. Address Box 704, HARDWARE AND METAL, Toronto. (11)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—By experienced hardwareman, position in first-class retail hardware store or in wholesale house. Good Winnipeg references. Box 2, HARDWARE AND METAL, Winnipeg. (10)

POSITION by hardwareman—Good general experience; best references. Box 703, HARDWARE AND METAL, Toronto. [12]

WANTED by April 1st, position as hardware clerk. Six years' experience, wholesale and retail. A1 references from present and former employers. Box 10, HARDWARE AND METAL, Union Bank Building, Winnipeg. [11]

SCOTCHMAN, open for engagement shortly, most extensive experience open fire grates and fireplaces, every type on British market. Also stoves and mantel-pieces. Accustomed to best class trade and architects' work. Accustomed also estimating and handling workmen; has knowledge also of cutlery and general hardware. Thoroughly practical and capable salesman, competent to take any responsibility; character exemplary. Box 49, HARDWARE AND METAL, 88 Fleet Street, London, Eng. (10)

BUSINESS CHANCES

PARTNER WANTED—To take half interest in a good new hardware and harness store; location, Saskatchewan; would like one with some experience as harness-maker, and invest about $2,000 in money; will give full particulars on application. Box 694, HARDWARE AND METAL, Toronto. (9)

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

PARTNER wanted to take half interest in hardware business. Must have some hardware experience and invest $1,500. Box 688, HARDWARE AND METAL, Toronto. (10)

MANUFACTURERS of standard reputation in hardware and metal branches, who desire to be represented by New York agent, will address "Domestic and Foreign," care of HARDWARE AND METAL, Toronto. (12)

A WHOLESALE established stove business; patent heating stoves five years on market and successful workers. Would go well with other lines. Proprietor lacks capital to push business. Patterns, stoves and material about $7,000. Would take half cash balance stock in reliable company or 75 cents on the dollar for cash sale. Full investigation solicited. Box 701, HARDWARE AND METAL, Toronto. (12)

BUSINESSES WANTED

A GOOD live hardware, stove and tin business in Ontario. Box 699, HARDWARE AND METAL, Toronto. (11)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. (10)

WANTED—An up-to-date hardware man who has a thorough knowledge of tinsmithing and furnace work; one who can work and manage either department when required, must be a hustler and not afraid of work. Apply at once giving reference and stating salary required. D. Hall Sutherland, Conora, Sask. (10)

WANTED by April 1st practical man who can superintend the erection of steel water works stand pipes and push the work along with dispatch. Must be experienced man, sober and reliable and be able to furnish recommendations from reliable firm he has worked for. Apply Box 695, HARDWARE AND METAL, Toronto (10)

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AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

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MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, March 6, Room 511, Union Bank Bldg, Winnipe

Spring business is now well under way and all the wholesale houses are busy. While the demand for building supplies is not so heavy as a year ago, general business is quite active and there is no particular reason for complaint.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts: "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process. List Feb. 1, 1908, Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—½ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ¾ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ¾ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ¾ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ¾ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ¾ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2¾, small lots, 2¼; hexagon nuts, cases, 2¾; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21.00 per dozen; 7¾ to 8¾, $23.00 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

$7.75; Black Prince, $9.25; Standard

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 22c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10½c.

Rope—Sisal, 10½c per pound, and pure manila, 14½c. British manila, 11½c.

Building Paper—Anchor, plain, 60c; tarred 62½c; Victoria plain 67½c; tarred 84c; No. 1 Cyclone, tarred, 84c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 3½, $40.50; 4, $46; 4½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.50; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 24c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 67c; Calgary, 79c; Lethbridge, 79c; Edmonton, 80c; boiled oil, 3c per gallon advance on these prices.

MILLER MORSE CHAMPIONS.

The supremacy of the hardware branch of the mercantile world was upheld in hockey circles in Winnipeg by the Miller-Morse Wholesale Hardware Club, winning the Mercantile League, composed of the best teams obtainable among the many Winnipeg business houses. The performance of the hardware boys is all the more creditable, owing to the fact that they went through their series without losing a game.

During the two previous seasons the Miller-Morse Club were competitors in the Wholesale Hardware League, and won the championship cup on both occasions. This year they advanced a step and have proved by their performances that their aim was none too high in seeking honors against all mercantile teams. The seven who were the means of keeping the Miller-Morse reputation at the top were: Whinery, goal; Ingo, point; Foulds, cover-point; Ross, rover; Saul, left wing; Cummings, centre; Bissett, right wing.

The office-bearers during the season were: Patrons, H. Miller, F. Morton Morse, A. Reed; Hon. pres., L. A. Blackwood; pres., J. M. Lynch; vice-pres., A. A. Cattanach; secy.-treas., O. Ingo; manager, W. M. Irwin; executive committee, J. J. Fleming, M. Curtin, J. H. Foulds, W. M. Irwin and J. J. Sullivan.

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Among people connected with heating systems—whether hot water, steam or warm air—it is generally admitted that the heated atmosphere is often lacking in moisture. This lack is effectively overcome by the

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which is provided with a

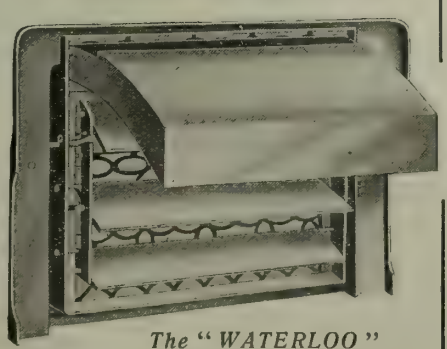
Vapor Pan

All heated air passing through a Waterloo Register comes in contact with this unique and exclusive attachment, which at the same time deflects the moist heat into the room. Every Waterloo register is provided with a foot rest, by which the register may be opened and closed.

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The "WATERLOO"

Rear View showing Vapor Pan extending into warm air pipe.

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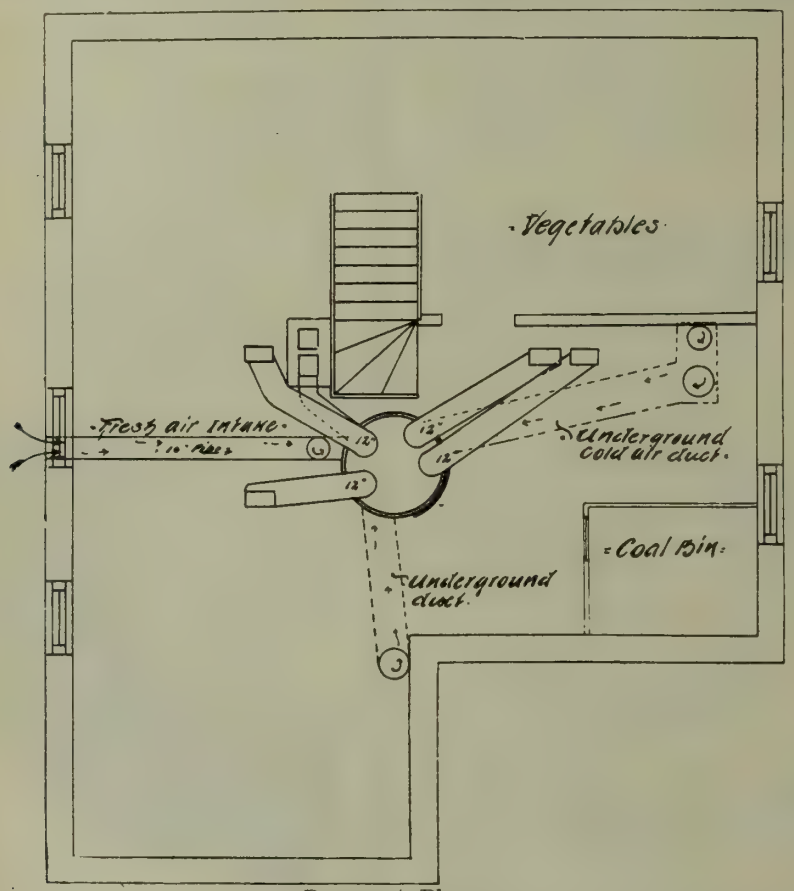
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Practical Talks on Warm Air Heating

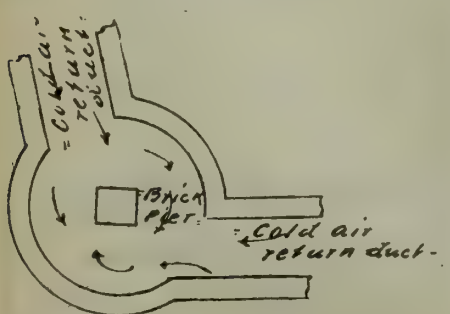
The Sixteenth of a Series of Articles by E. H. Roberts.

The increasing prosperity of the country is nowhere more apparent than in the vast number of small modern houses that are being built, and this in spite of the high prices that are being asked for materials. It is significant also that these cottages are usually equipped with first-class open plumbing, hardwood floors, etc., and are heated either by furnaces or hot water.

We have already shown several plans for cottage heating, but in view of the large amount of this class of furnace work, perhaps it is not out of place to consider another layout which, while conforming to the general rules mentioned in former chapters, has some features which are new.



Basement Plan.



Detail of Furnace Pit.

Side Wall Registers.

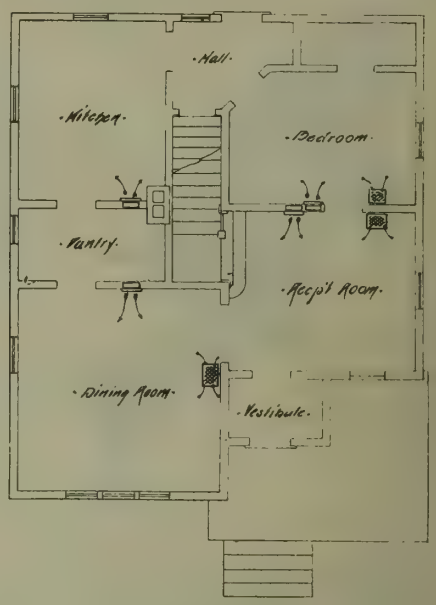
The warm air registers are all shown in the side walls, where they are out of the way, and where they will do better work than registers placed in the floor. Each of these side wall register boxes is provided with a collar on top which connects with a wall stack running to the chamber above, and the valve in register can be adjusted to proportion the air between the two rooms to suit the occupants.

By making this double connection, only one basement pipe is required to heat two rooms and there is a consequent saving not only in materials, but in efficiency, for the fewer pipes off the furnace the more positive will be the circulation of the warm air and the less loss of heat by radiation into basement.

Cold Air Supply.

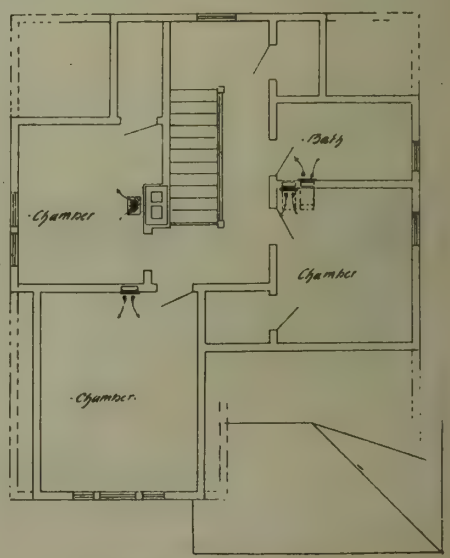
After locating the furnace and arranging for the warm air connections, the next important step is to secure an adequate cold air supply.

In this climate an inside cold air supply is almost a necessity for with the outside temperature at zero or perhaps 40 degrees below, it is hardly reasonable to expect any furnace to heat this air to 90 or 100 degrees above without an extravagant waste of fuel; moreover, it is impossible to warm any house satisfactorily unless there is a circulation of cold air out of the rooms to correspond with the current of warm air coming into them, and the natural method is to return a large part, at least, of this air back to the furnace, just as the water in a hot water plant is returned to the boiler after it has passed through the radiators.



First Floor Plan.

The cold air return faces can be placed either in the floor or the side walls, but unless the owner seriously objects, we would advise placing them in the floors, where they will get the coldest stratum of air in the room and where there will be the least trouble in making the connections.



Second Floor Plan.

The Accompanying Plans.

In this plan the cold air is taken from the reception room, dining room and bed room on the first floor, and the open stairway provides a means of exhausting the cold air from the entire second floor.

The cold air returns are shown under ground here because these are more out of the way than overhead pipes would be and on account of the location of stairway and the warm air pipes it would be difficult to make a satisfactory cold air connection on right hand side of furnace.

Of course, there are times when a certain amount of outside air is desirable and we have indicated on the basement plan an outside fresh air intake pipe 10 inches in diameter, running overhead to the point indicated by the circle, where it drops vertically to connect with furnace casings, just above basering. To prevent this outside air from interfering with the inside returns, the cold air shoe should extend inside casings and be closed at bottom and sides.

BOOSTING STOVE SALES.

Hardware merchants in every city are constantly trying to outdo each other in the annual turnover, and in these days of keen competition advertising is made to bear a very important part. In the stove department an excellent plan has been operated by some progressive firms which has proved its ability to draw custom to the department and incidentally has been responsible for the sale of large numbers of stoves and ranges.

The plan is to get an expert cook, who is perfectly familiar with the stove, to come to your store and demonstrate the worth of the stove by dispensing tasty, well cooked articles to the public. The plan necessitates the expenditure of considerable money, but the stove foundry from whom you buy your line of stoves will likely be glad to assist if the dealer wants a demonstration, and will push the sale of his make of stoves.

It should be remembered that the benefits of this scheme will last for some months after the demonstration, as many who attend your store when you are dispensing free cookery are not ready to buy, but months or sometimes years later, when in need of a stove, they will buy one of the make they saw demonstrated because of the favorable impression made at the time.

In addition to the many possible stove customers you treat, doesn't everyone who comes to your store look around, and isn't that the reason you advertise—to get them in the store? If your salesmen are wideawake and of the right sort, you may easily reap a harvest from the sale of any of your hardware lines which, only for the stove demonstrating, would have gone to your competitors.

Be the first in your town to have a stove demonstration and make inviting displays of kitchen goods, enamelware, etc., priced in plain figures, to catch the eye and open the purse of the visitors to the store during the demonstration.

Some men make a specialty of giving away advice that isn't worth that much.



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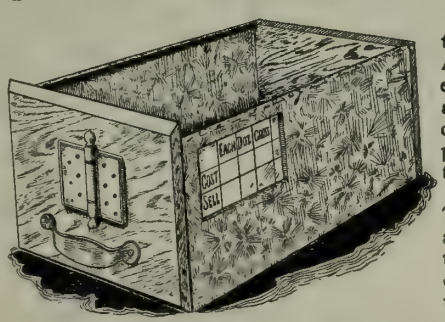
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that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you.

They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

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Evolution of House Ventilation

The Second Article by E. D. Sidman in Building Man agement.

The introduction of the hot air furnace created a new epoch in heating, as it concentrated the heat for the entire building into one fire pot, doing away with small fires scattered through the building in stoves, etc., confinining all the coal, ashes and dirt entailed by them to the basement or cellar, and this one point should do much to pardon the faults connected with a furnace.

Credit should also be given the furnace makers for being the pioneers toward modern ventilation, as from their first crude efforts and principles developed by them the present comprehensive system of ventilation sprang. But it is a sad thing to say that, despite the labor, thought and effort expended upon it, the hot air furnace of to-day comes no nearer perfect heat and ventilation (except in rare instances where it is combined with other systems) than it did when first invented, and from a building manager's standpoint the only thing that recommends it is its low first cost.

Objection to Furnaces.

The main objection to the hot air furnace by managers and owners was the old danger from fire, and improved construction has practically eliminated that; but the objection to them from the standpoint of these articles is their unhealthiness as usually erected and operated. To fully understand this the construction and operation must be explained. The fire pot or heating chamber is usually made of cast iron, with the necessary grates, ash pan, etc., varied in many ways by different makers, all with the laudable idea of economy in fuel. This fire pot is surrounded with a jacket or outside covering, leaving a space between it and the fire pot through which the air passes from an opening in or near the bottom, upward around the fire pot, where it is heated, out through openings in the top of the jacket into pipes or conduits, thence to the registers in the rooms. The original idea, which has been tried time and again with none or only partial success, was to bring the air from the outside of the house direct to the furnace, warm it and send it as pure as possible direct to the rooms, which, while very nice in theory, in practice was found in most instances to work against the law of nature and thus become an impossibility. Why? Because when air is heated it becomes lighter; also the wind will change at times and instead of blowing toward the intake will blow away from it, and change the air currents so that at times the cold air would enter the registers and the hot air pass out of the intake, but the main reason was, and is, that in but rare instances are there properly constructed exhaust vents in our buildings, to carry off the dead foul air, and as there is no fan or other pressure device, the warm air being so much lighter cannot of itself displace the heavier foul cold air and create circulation. The manufacturers, to overcome this, connected the intake to a proper sized register face set in floor of the hall or some cool place, in some cases using an auxiliary intake from outdoors, and by this means they create circulation, but in no case ventilation, as is claimed by many.

Our objections to the hot air furnace based on the grounds mentioned are: First, the dust which accumulates around and in the register pipes, and is forced out into the room by the rising of air currents, for us to breathe over and over and to cover everything in the room; second, the air in passing over the hot plates of the fire pot is baked to an extent that nearly extracts all the humidity from it, and destroys the vitality of the air.

It is this last cause, my neighbor, that causes your furniture to "squeak" and go to pieces, and you that sleep without proper ventilation to get up in the morning with that tired feeling, and dark brown taste in your mouth, spoiling your appetite for breakfast to an extent that nothing is right or tastes good, and makes your wife declare that you are "crosser than a bear," though probably if she were to tell the whole truth there was no difference between your feelings. This is also the reason you will hug a register and swear the house is cold when the thermometer shows 72 degrees, while in the spring you will take off your coat and chase around outdoors in your shirt sleeves when the thermometer only registers 65 degrees. Haven't you noticed it?

Efficiency of Water Pans.

Do not think there has not been any effort made to overcome this, for there has, and many times, and the result of this effort has been that nearly all furnaces to-day are equipped with what is known as a "water pan" in it somewhere, and when used properly they all do more or less good; but the trouble is that they are oftener neglected than taken care of, as they are so made as to call for manual attention, and the writer has never seen but one that would hold the humidity through the house to 65 degrees the normal, and that was an independent machine and could be attached to any furnace.

The writer, to determine the efficiency of these various water pans, made 168 hygrodeik tests during the winter of 1905-6 and in only three of these was the relative humidity above 60 degrees, while the average for the whole was below 40 degrees. A carbacidometer test made at the same time showed varying amounts of carbon dioxide in all but seven places, three where the humidity was normal, and four in a set of flats having the modern system of natural ventilation. In view of the above, is it any wonder that we cough, hack and are so stuffed up mornings that it takes a brisk walk or a long, cold ride to get us cleaned out and ready for the business of the day?

It will be our pleasure later on in these articles to point out to the manager, owner and tenant how in nearly all cases where they are warmed by hot air furnaces (and there is no question of the ability of a proper sized furnace without too long cellar pipes heating most any ordinary house or flat as warm as desired), they can reduce dust about 75 per cent., get perfect ventilation, the proper amount of humidity, save in fuel, increase the health and cleanliness, and all at a small money expense, a little care and trouble.

Hot water and low pressure steam heating, although not in use as long as the furnace, are gradually crowding them and stoves out of residences and small buildings, as they have in office buildings, and probably in the near future, when the automatic vacuum steam systems are better known and appreciated, it will become the almost universal heat.

While both hot water and steam are superior to a furnace as a means of heat, inasmuch that they eliminate the dust and are not a source of carbon dioxide, they are scarcely any better as regards drying up the air, and unless the building is properly ventilated, will not warm it as quick or any better than a furnace, and in fact, as erected and operated in many buildings, are a nuisance, a cause of much trouble and many colds, instead of a source of health and comfort as they should and would be if the subject of ventilation was understood and enforced by the managers and owners of the buildings.

Many people go to the extra expense of installing hot water systems with the idea that they are more economical in fuel and that they will furnish more moisture to the room than low pressure steam; while repeated tests with a hygrodeik show that hot water heat furnishes only a degree or so more humidity than a hot air furnace, and no more than low pressure steam; in fact, as commonly erected, with compression or poor automatic air valves, which allow a small leak of steam in the room, the steam heat shows several degrees more relative humidity than hot water. Of course where the above conditions exist, it shows an imperfect job, and while it raises the humidity, it is an unnecessary drag on the coal pile. While it may be a little out of place in these articles, it may be interesting and perhaps instructive to some to know the relative economy in fuel of the various systems of heating residences and buildings (not offices or buildings heated from power or central plants), compiled from tests made by various heating engineers. Using 100 as a basis, they run about as follows: Automatic vacuum steam, 100 per cent.; hot water (mild weather), 85 per cent.; low pressure steam, 75 per cent.; hot water (severe weather), 70 per cent.; hot air furnace, 60 per cent.; stoves, 45 per cent.

We shall endeavor to show later on how by ventilation, and some few changes, most any hot water or low pressure steam system now in use can be made to give satisfaction to the tenants, and be made a more healthy and economical source of heat.

A practical as well as easy test of the draft of a chimney, although naturally not an exact one, is to burn some paper in the bottom of the chimney flue. If the smoke is drawn upward in the flue and then finally the charred remains of the paper are sucked up into it there is pretty fair indication that the draft is sufficiently good to serve satisfactorily a properly designed heating apparatus. If there is a suspicion that there is a chance for considerable inleakage of outside air into the chimney flue, it is possible that the paper burning test should be continued long enough to see if the suction effect of the chimney flue will bring in air enough through the crevices in the masonry work to interfere finally with the proper withdrawal of the smoke.

MACHINERY STEEL
NORWAY IRON

Large Stock of All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.
Limited

MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

THE WANT AD.

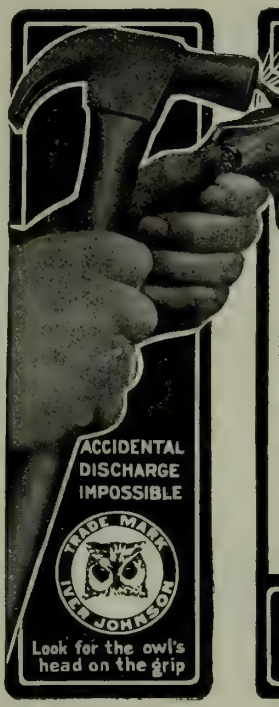
The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

M.R.M. CO.

HORSE SHOES

Are made from the best material. Are correct as to shape, creasing and punching, and for all-round wearing qualities cannot be surpassed.

They are asked for and used by leading farriers all over the country.

Made by

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Dominion Government engineer has approved of the plans of the City of St. Boniface, to erect a bridge of concrete and masonry work at a cost of $80,000.

The British Columbia Electric Railway Company, New Westminster, is calling for tenders for the erection of a large addition to the car shops which will double the capacity of the works.

The John Inglis Co., Toronto, have been awarded the contract for the new 15 000,000 gallon pumping engine at a cost of $147,530 and also the contract for a 6000,000 gallon engine at a cost of $52,700 to be installed at the Toronto waterworks plant.

The Nova Scotia Steel and Coal Co. have reported a new vein of iron ore at Whycocomagh Bay which is said to assay about forty-nine per cent. The company intend to build a tramway to enable them to ship the ore to their plant at Sydney Mines.

The Ontario Powder Company, of Kingston, is to build its permanent works at Stoney Point, a quarter of a mile further away from Tweed, and will so buttress or barricade the plant as will not only ensure every means of safety in the works, but prevent a recurrence of loss or damage in the village.

Two thousand barrels of cement were dumped into the harbor at Vancouver last week as the result of worm-eaten piling on the wharf where the shipment was stored. The City of Vancouver owns the wharf and Bostock & Abbot were the lessees. The accident involves a loss of about $10,000 and the lessees are trying to fix the blame for the loss on the city.

Railway Construction.

A contract for the laying of about 100 miles of track for the G.T.P. from Prince Rupert through the Rocky Mountains will be let in the near future at an approximate cost of $8,500,000.

Phelan & Shirley, an American firm, have received a contract for grading a forty mile section of the G.T.P. at Clover Bar, near Edmonton. This firm expect to have 400 teams on the work in the near future.

An important advance in the construction of the National Transcontinental Railway was made last week when a gang of men were started to work taking soundings along the Red River, Winnipeg, preparatory to construction of the new bridge across the river to St. Boniface to connect Winnipeg with the Fort William section of their line.

The contract for the construction of the last forty miles of the T. & N. O. extension, commencing about one hundred miles north of New Liskeard, will it is understood, be taken out of the hands of the contractors, McCrae, Chandler & McNeil, by the commission. The contractors have encountered continuous wet weather and trouble in securing labor.

At the present time about 6,000 workmen are employed on G.T.P. construction work. The company have a stretch of 800 miles of road lying between Winnipeg and Edmonton which is supposed to be practically level. In the construction to make this feat possible hills have been cut through and trestles, some of which are a mile in length, have been built. The main line of the G.T.P. betweem Winnipeg and Quebec will be 200 miles north of Fort William.

Building Notes.

Presbyterians at Fort William will build a new church this year.

W. L. Tait, Vancouver, will erect an apartment house at that place to cost $25,000.

A new public school will be erected at Lethbridge, the cost of which will be $85,000.

Building permits to the value of $70,000 were issued at Vancouver during February.

Six new rooms will be added to the Harbord street Collegiate, Toronto, this year, at a cost of $60,000.

Toronto architects and engineers contemplate the erection of a club house and office building to cost $500,000.

The Canada Life Assurance Co. will erect a handsome brick building in Vancouver this year, at a cost of $250,000.

A syndicate composed of Toronto men is being formed to erect an apartment house on Carlton street to cost $100,000.

The Regina Flour Mills Co. will rebuild their plant at Regina this spring. The plant was totally destroyed by fire a short time ago.

An addition will be added to the Y. M.C.A. at North Sydney, C.B., this year. The present intention is to build boat houses and a 40x50-foot gymnasium.

Tenders will be called shortly for the addition of an extra storey to the Guelph armory, to cost about $50,000, thus raising the price of the building to $175,000.

A church and Sunday School will be erected by the Anglican church at Winnipeg during 1908-09, at a probable expenditure of $125,000. The proposed edifice provides for classrooms and a first-class gymnasium.

Improvements and extensions to the Halifax post office will be made this year at a cost of between $50,000 and $100,000. The plans for the new building have been forwarded from Ottawa and tenders are being advertised for.

A deal for the purchase of a site for Montreal's new technical school is about closed. The Quebec Government is covering the $200,000 issue of bonds required for construction and maintenance, and the civic authorities of the city will pay $15,000 per year towards maintenance.

Companies Incorporated.

The Ontario Limestone and Clay Co., Ltd., has been incorporated with head office at Belleville, to manufacture and sell all kinds of products made from limestone and clay. The new company has a capital stock of $50,000 and the provisional directors are F. R. Lingham, Mary A. Lingham, L. E. Allen, and J. W. Walker, all of Belleville.

The E. R. Burns Saw Company, Limited, has been incorporated with a capital stock of $50,000, to do business as manufacturers of saws and general hardware. The head office of the company will be at Toronto and the provisional directors named are A. W. Holmsted, F. H. Potts, A. R. Bickerstaff, T. A. Silverthorn and Edith M. Carruthers, all of Toronto.

The Toronto Fireproofing and Concrete Co., Limited, has been incorporated, to deal in cement, brick, tiles and general building supplies and to contract for the erecting of private and public works. The new company has a capital stock of $40,000 and the head office will be at Toronto. The provisional directors named are W. E. Denise, J. A. Jackson and J. P. Holden, all of Toronto.

The Peerless Motor Specialty Company, Limited, has been incorporated with head office in Ottawa, to manufacture hardware and castings, electrical appliances and railway supplies. The new company has purchased a number of important patent rights from B. H. Sills and John Lumsden relating to articles the company will manufacture. The company is capitalized at $40,000 and the provisional directors named are B. H. Sills, John Lumsden and J. I. McCracken, all of Ottawa.

SWEDISH IRON.

Thirty years ago all the iron that was worth anything for fine tools, guns, etc., came from Sweden, and was very expensive, so it is not to be wondered at that, we are told, the village blacksmith saved all the "Swedes" iron horseshoe nails which he drew from the feet of the steeds of that time. These nails were generally thrown in a corner until from 50 to 100 pounds had accumulated and then they were sold to any one who cared to pay from three to four cents a pound for them.

The purchaser was oft times a manufacturer, in a small way, of shotguns. He took the nails, or paid the blacksmith to do so, and after making a three or four-inch ring of Swedes iron from a piece of the bar stock, filled this with the old nails standing on their heads. Two such rings full of nails were then placed one on the other, points together, and the whole thing put on the anvil A few blows of the sledge-hammer sufficed to make an almost solid mass. This was placed in the fire and brought to a welding heat and then hammered and heated again until there could be no doubt as to its being "one." Next it was drawn out into strips about one inch by one-eighth and any convenient length. These the gun-maker welded around his mandril, producing the famous twist barrels so common in Europe.

News of the Paint Trade

REQUISITES OF A GOOD PAINT.

There are certain points which should always be looked for in a good paint no matter for what purpose the paint is intended, and they are these :

(1) That it shall adhere firmly to the surface over which it is spread, and not chip or peel off. It must be non-corrosive to the material it is used to protect, as well as to itself under long periods of atmospheric exposure and chemical changes. It must form a surface hard enough to resist frictional influences, yet elastic enough to conform to all changes of temperature, or with a co-efficient of elasticity approximately as near the material it covers as possible. It must be impervious to, and unaffected by, moisture and atmospheric and other influences to which the structure may be exposed.

(2) That it shall work properly during its application, a property that depends largely upon the relative amounts of pigment and liquid; the nature of both pigment and liquid also having influences that govern results.

(3) That it shall dry with sufficient rapidity. This function depends mostly upon the vehicle or liquid used with the pigment, though the pigment has in many cases an influence.

(4) That it shall have proper durability, which is a function both of the pigment and liquid. And as the question of cost is in many cases the governing factor in the selection of a paint, the question of durability may be regarded as the most important one of the list, thought it can be imagined that a paint can be durable per se, and not be protective in the strict sense of the word, as can be illustrated in the case of a good paint applied to the surface of a sheet of iron coated with rust. The liquid element in the paint will not absorb or neutralize the corrosion which it covers, but will dry regardless of it, and permit the destruction of metal to progress beneath its coat.

(5) Covering power, by which is meant the power of a pigment to so cover the surface to which it may be applied that its protection from decay is not assured, but that the minimum amount of paint shall effect this purpose.

PREPARATION OF ENAMELS.

Enamels placed on copper and brass tubing have shown that objectionable deposits are not only less in such cases owing to the smoother exposed surface, but that such deposits as are unavoidably precipitated by boiling water are more easily removed than from unprotected, rough or oxidized surfaces of steam and conduit pipes. The surfaces to be enameled are first thoroughly cleansed by the removal of adhering particles by means preferably of sulphuric acid used in proportions of 1 of acid to 20 or 22 of water, and repeatedly flushed with the solution and cleansed with rotary cylindrical brushes of steel wire and stiff bristles. The laying on of the coating of enamel is done by means of softer brushes, slightly less in size than the inner circumference of the tubing to be glazed. The enamel is thoroughly dried and allowed to set, and then placed in a muffle of suitable length in such a way that the tubes are readily turnable with tongs grasping the exterior of the tubes.

The ground enamel is so composed as to require a higher temperature than the second layer of enamel, and repeated turning of the tubes, to effect an equal distribution of the coating, is necessary. Especially is this the case in laying on the second coating, so that the mass shall not leave bare spots.

The following formulae will show the correct proportions to use for the first and second coats : First coating—Silica 34, borax 15, soda 2. Second coating—Feldspar 34, silica 19, borax 24, oxide of tin 16, flour spar 4, soda 9, nitre 3.

A FEW—

of the many good lines that have branded stores handling our goods as The House of Quality. ELASTILITE VARNISH. For outside and inside. OROLITE OIL FINISH. For interior use. GRANITINE FLOOR FINISH. For natural wood floors. MANGALITE DRIER. A drier that dries. FLOORGLAZE ENAMEL. A high class Floor Enamel, 10 Shades. M.L. VARNISH STAIN. M.L. COACH ENAMEL.

CHIJAP FLOOR LAC

Write for catalogue and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

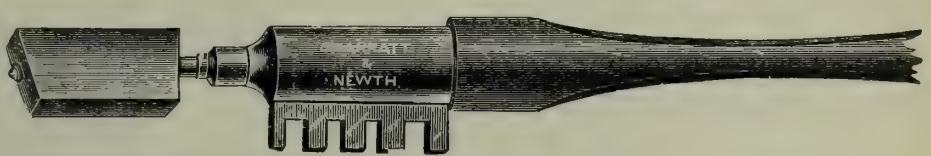
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Paint and Oil Markets

TORONTO.

Toronto, March 4.—Conditions show an improvement since last week in several departments. Price cutting has ceased and stocks are larger than for some time. A demand for paints, stains and varnishes for interior use is beginning to come in as spring approaches, and in the ordinary lines booking continues to be satisfactory. The heavy condition of country roads is still blamed for the lack of trade, but with favorable weather conditions the outlook continues to brighten. Ontario is still ahead of the western provinces regarding booked orders.

Turpentine—The situation at the chief source of supply continues interesting. During the week several revisions have been reported from this source but prices at Toronto have not been affected. Stocks continue unsatisfactory owing to the extreme slowness of shipments. Booking for spring delivery is much stronger this week. We quote single barrels 75c, one to four barrels 74c, less than barrels add 5c per gallon.

Linseed Oil—The reduction quoted last week has not been followed generally and the ruling price is again 60 cents. Stocks in Toronto are still low and shipments are arriving but slowly. We quote single barrels 60c, 2 to 3 barrels 59c, 4 to 9 barrels 58c. Add 3c to this price for boiled oil. Shipments f. o. b. Toronto, Hamilton, London, Guelph and Montreal. Terms, net 30 days.

White Lead—Prices remain firm and booking continues to improve. Stocks are in a fairly favorable condition at present and quotations are as follows: Pure (government seal) $6.25; No. 1, $6.

Red Lead—Prices have declined ¼c since last writing owing to the weakness of the metal base and by-products. Some good orders for spring delivery are coming to hand and generally the situation shows an improvement. Revised quotations are: Genuine in 100 lb. kegs, $5.75; genuine, in 560 lb. casks, $5.25; No. 1, $5.

Petroleum—The demand continues steady throughout the country and no changes of prices have occurred since last writing. Quotations remain: Pratt's astral 17½c, water white 15c, and prime white 13½c.

Glass and Putty—The demand for glass has opened up and orders for spring delivery are coming to hand. Putty is firm and orders for future delivery are satisfactory. Prices of putty remain: Bladders $1.95 per 100 lbs., less than barrels $2.10 per 100 lbs.

Shellac—Owing to the large number of grades on the market at the present time the price is varied but firm. A good business in futures is coming to hand at present. We quote pure white in 5 gallon lots $2.25 to $2.50, pure orange $2 to $2.15, and No. 1 orange $1.90.

Varnish—Demand is slow and quotations firm, No. 1 furniture in barrels 65c, elastic oak in barrels $1.25, light hard oak in barrels $1.05.

MONTREAL.

Montreal, March 6.—With better business conditions existing in Ontario, where stocks seem to have become attenuated, the situation among the larger manufacturers here has materially strengthened. While no rush orders have been received some very encouraging inquiries for this month and April are reported, and it is thought that the spring trade will open out fairly well.

Turpentine—It is reported that the supply in the South is getting into a few hands, and the quantity at the shipping points being rapidly reduced, local holders are holding tight to their supplies. Quotations may be advanced at any moment. For the present we quote: Single barrels, 75c; wood distilled turpentine, pure, 69c.

Linseed Oil—Several of the oil crushers with a view to encourage early spring shipments have shown a tendency to shade their figures, the jobbers have anticipated this, and orders are being filled at 1c per gallon less than that which prevailed a few days ago. We, therefore, quote: Raw, 1 to 4 barrels, 56c; 5 to 9 barrels, 55c; boiled, 1 to 4 barrels, 59c; 5 to 9 58c.

Ground White Lead—This article is now forming the base of all heavy shipments from the manufacturers, and the call seems at present to be pretty nearly, if not quite, up to that of average seasons. We continue to quote: Government standard, $6; No. 1, $5.75.

Red Lead—Several large lots have come in recently, and with these better supplies the market is slightly easier, and figures have been marked down 25c per 100 lbs.: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

Dry White Zinc—This article is extremely sluggish, and no change is looked for in the immediate future. We quote: V.M. Red Seal 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c.

White Zinc Ground in Oil—Only small orders have been received, and the figures are nominally the same. We quote: Pure, 8½c No. 1, 7c; No. 2, 5¾c.

Varnishes—Shellacs are meeting with encouraging demand, and the trade is not only brisk but almost equal to last spring shipments. The ordinary lines of japans and varnishes are still on the quiet side. Inquiries may be said to be fairly numerous, but lack very great weight.

Putty—The call may be said to be of

Important to Dealers

The Brands and Trade Marks of

Brandram's B. B. White Lead

are familiar to painters and house owners all over Great Britain and the Colonies, and our advertising of these Brands and Trade Marks in Canada will make them even more familiar to the rising generation of painters and house owners.

Brandram's Leads

are of the highest quality and although well known will be more advertised than ever the coming year.

BRANDRAM-HENDERSON, LIMITED

CORRODERS and GRINDERS

Montreal Halifax
St. John Winnipeg

LUCAS GENUINE IMPERIAL FRENCH GREEN

presents a striking contrast when placed in comparison with any other green that has ever been produced. It will not fade or turn dark. For this reason a surface which has been covered with Lucas Imperial French Green will present as attractive an appearance, ordinary wear and tear excepted, in two or three years as it does the day it is put on.

Because of its superior covering capacity it is more economical for property owners, and because of its easy application more profitable for painters than any other green made.

In the last few years there has been an effort on the part of a few paint producers to imitate

LUCAS GENUINE IMPERIAL FRENCH GREEN

We believe they have succeeded in fooling very few persons, although the label resembles in its general appearance the Lucas label.

We desire, however, to advise our patrons and friends once more that the effort to FOOL and DEFRAUD buyers of paint is being continued, and to suggest that the great body of honorable painters and dealers throughout Canada guard against this despicable kind of fraud.

JOHN LUCAS & CO.

Sole Makers

NEW YORK PHILADELPHIA CHICAGO



Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.
EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.
A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

Our splendid range of

POPULAR PRICED

Kalsomine Brushes

especially suitable for the

Jobbing Trade

is securing for us a large number of new customers this season. These goods are unequalled for quality, finish and superior value.

MANUFACTURED BY

Stevens-Hepner Co., Ltd.

Port Elgin, Ont.

a hand to mouth character, and without feature. We continue to quote: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case) $2.15; bladder putty, in barrels, $1.95.

PAINTS FOR METAL ROOFS.

In a majority of instances paint dealers throughout the country sell most of the paint intended for wood surfaces from $1.50 to $1.75 per gallon. Yet, when it comes to paint for metal roofs the prevailing condition seems to be that the dealer cannot sell a paint for this class of work for more than $1 to $1.25 per gallon. Why ? Because people who practice false economy believe "if the paint on the visible exterior of the house, which is expected to look pleasing to the eye, cost a certain price, paint that is put up on the roof, which is not necessary to look pleasing to the eye, should not cost half that price." Therefore, the price that controls the quality of paint on the market for metal roofs which are sold by the dealer is, unfortunately, kept down by popular demand.

Another reason for a vast amount of cheap trash on the market for metal protection and called paint is the fact that the painter or tinner applies a cheap quality so that his own temporary profits may be thus gained. Painters and tinners invariably are asked by their customers for prices "per square" for doing the job (details of quality and materials omitted), and in order to secure the work they are tempted to make a price consistent with their chances of a successful issue. As a rule, the tinner does not care much whether the paint he puts on wears one or five years. It makes no material difference to him. It may present a good appearance for a few months after it is applied, and be almost entirely washed off in a year or so afterward.

There are many paints that will wear well for a period of from five to ten years on sheet metal exposed to the weather, and also on bridges, but the manufacturers of these are compelled very often to give a very close bid in order to get a contract and are compelled to use cheap material ; in fact, they have often made the statement to those who attempted to sell them high-grade paint that "our customers will not pay us any more for our material with high-grade paint than if it was coated with the cheapest that could be obtained."

PAINT MANUFACTURER DEAD.

James C. McArthur, of the firm of McArthur, Corneille & Co., manufacturers of paints, oils and varnish, Montreal, one of the prominent business men of the city, and a member of the Board of Trade, died suddenly at his residence from heart trouble, at the age of 66.

Mr. McArthur was born in Belfast, but located at Montreal when very young. The business was established by John McArthur, father of the deceased, and the late Alex. Ramsay, who were in partnership for a time on Victoria Square. Ultimately the firm was dissolved, each member setting up in business for himself, and John McArthur taking his son into partnership. Later Mr. Corneille came into the firm, but for the last six or seven years Mr. McArthur was the sole proprietor. The deceased was unmarried, but leaves three married sisters.

The funeral service was largely attended. After a short service for the relatives at the house, the formal burial service was held in the Church of the Messiah, where the pastor, Rev. W. S. Barnes, in giving a message of condolence to the relatives and friends remarked that the death of Mr. McArthur would be deeply felt, not only by the family, but by the community of which he was an honorable member, and by a great many citizens who had been associated with him in various ways, and had learned to admire him for his uprightness and integrity. The interment took place at Mount Royal Cemetery.



THE LATE JAMES C. McARTHUR.

OTTAWA PAINT WORKS BURNED.

The premises of the Ottawa Paint Works, on Bank Street, Ottawa, were completely gutted by fire on February 28. The loss of stock is estimated at $15,000, and the building was damaged to the extent of $4,000. The loss is covered by insurance. The proprietors of the factory are J. M. Young and T. C. Hickman, while Dr. W. C. Cousens owned the building. The fire was started by explosion of gas when a match was lighting a jet. The inflammable oils around quickly caught fire and an explosion followed that broke all the windows and helped to spread the flames. An alarm was turned in promptly, but when the firemen arrived the flames had spread over the entire building. The firemen managed to confine the fire to the factory.

J. M. Young stated that the business of the company would not suffer seriously, as a result of the fire, and that all orders would be filled. The company contemplated erecting a large plant this year.

¶ It is not policy to keep harping upon the one string. Changes are frequently beneficial—old style shades of Window Blind and Shutter Greens are being supplanted by the Veronica.

¶ The Veronica is a smooth, rich green, with great covering properties. It is very durable, and is especially manufactured for Window Blinds, Shutters, Verandahs, Screen Doors, Garden Ornaments, and all kinds of Wood and Metal Work.

¶ To avoid disappointment and to distinguish it from a host of so-called Window Blind Greens, the word "Veronica" has been registered as a Trade Mark with the Department at Ottawa. Full particulars may be obtained from our Travellers or from the 1908 Catalogue.

THE CANADA PAINT COMPANY LT'D

Hold It Up!



That is what we want you to do if you are handling

Ramsay's Paints

Hold it up! Every house in town that is painted with

Ramsay's Paints

is an advertisement to you and you should hold it up and show it to your neighbors. The profits you make out of

Ramsay's Paints

come easily if you hold it up, and make one sale help the other along.

Ramsay's Paints

are well advertised and are known all over Canada. Get all the publicity you can out of this.

Ramsay's Paints

are a help to every paint store. They are sold at the right price for profit and good business. Everyone should find out about.

Ramsay's Paints

Have you our 1908 catalogue? You should have.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

Pure Paint Produces Profits!

and everyone who has ever used it can declare that

NEW ERA PAINT

IS THE PUREST OF THE PURE.

That accounts for the fact that New Era Paint covers a very large surface to the can, and keeps its freshness so long. It has the Body.

SEND US A TRIAL ORDER.

Standard Paint and Varnish Works Co.

LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

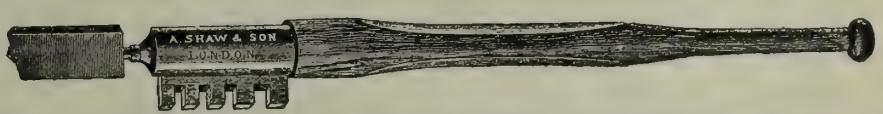
R. E. Thorne & Co.

TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

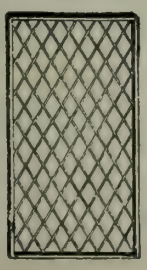
MADE BY

A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

"If It's Made of Wire We Make It"



Let us quote you **when in need of**

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.
Shall be pleased to quote on this seasonable line.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

A High Grade Paint at a Moderate Price

is undoubtedly a boon to the hardware trade. We set ourselves the task of producing it, and the result is

MOORE'S
Pure Linseed Oil H. C. PAINT

We put the money, which we might have spent in extensive advertising, into the paint; and we can therefore truthfully tell you that no other prepared paint on the market at any price, can vie with it for covering capacity and durability.

Benjamin Moore & Co.,
LIMITED
New Office and Works : TORONTO JUNCTION, CANADA
New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.



Write for Appointments

During February and March, our Canadian representative will visit the leading cities from Montreal to Vancouver. He will show our complete line of Silverware, Plated ware, Flatware, Flasks, Case Goods, Novelties etc. Appointments, to suit your convenience may be made in advance by addressing our Montreal Office.

Wm. Hutton & Sons Limited
Sheffield - Birmingham - London

Canadian Representative



W. J. GRANT,
Lindsay Bldg.
MONTREAL

ALABASTINE

Order Direct or From Nearest Jobber

Do It Now

Our Business is Built on a Gypsum Rock Foundation

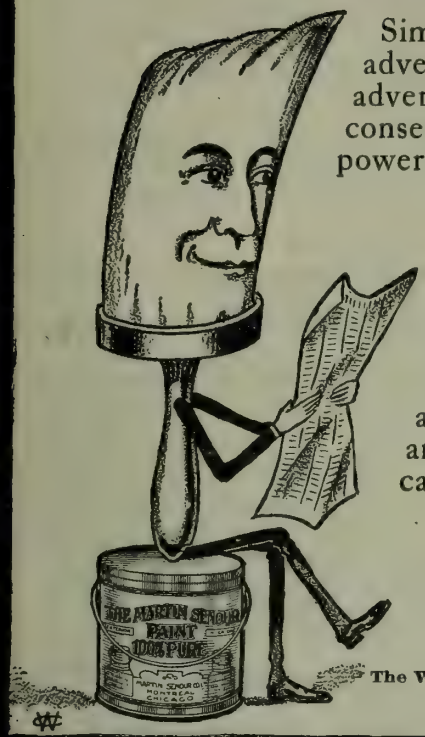
Pure Gypsum rock is the basis of Alabastine. It is not made of perishable, unsanitary materials like wall paper, oilcloth, and kalsomine. Alabastine is the permanent wall coating. It gives solid satisfaction always. Alabastine is the rock foundation on which we have built up our immense business. It also offers you a safe foundation on which to build a highly successful trade among those who desire an artistic, sanitary, permanent and easily-applied interior decoration.

Catalogues
Show Cards
Banners
Posters
Tint Cards
Are Given
Free With
Each Shipment

We Help You
Get Business

The Alabastine Co., Limited, - Paris, Ont.

PAINT PUBLICITY



Simply stocking-up isn't going to sell goods. They must be well advertised. **Martin-Senour Paint** is a good seller because it is well advertised, and dealers who handle it become well advertised in consequence. Back of every dealer in **Martin-Senour Paint** is the powerful advertising machinery of the manufacturers who carry on

An Active Campaign

and help you to push sales. That's one reason why **Martin-Senour Paint** is such an attractive proposition for dealers. Its makers give it the right kind of paint publicity. Then there are other reasons. Write for our special proposition to agents and we will gladly explain our methods and show you how you can make money handling **Martin-Senour Paint.**

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal
2514-2522 Quarry St. and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

ESTABLISHED IN 1796

English Varnish
For all Purposes

FALCON
TRADE MARK

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

It's Worth Your While to Enquire

about quality and prices before placing your Spring orders for roofing material. Remember, Mr. Dealer, that we carry an immense stock of all the leading lines. Our special "Genasco" Ready Roofing has proved a great seller everywhere it has been introduced. Better write for our prices.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 5, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb...	0 10½
Hallett'	0 10½

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates. 3-16 inch, 8½c...	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 " ..	....	9 10
" " 2½ " ..	10 50	12 00
" " 3 " ..	12 00	13 50
" " 3½ " ..	15 00	16 70
" " 4 " ..	19 25	20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 00	14 25
Cut lengths, round, bars, ¼ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22-24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. ..... 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron..	20 50	21 00
Summerlee, No. 2 " ..	25 00	24 50
" soft " ..	24 50	....
Carron...	25 50	....
Carron Soft	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1	....	24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron 23 25		23 00
" No. 2 " 22 75		22 50
Radnor, charcoal iron.....30 00		32 00
Angles	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron "	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 50	2 80
Mining cast steel.....	0 07½	0 08
High speed.....	0 60	0 65
B.P.L. tool steel		0 10½
Black Diamond tool steel		0 08
Corona tool steel		0 06½
Silver tool steel.....		0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 $34 00

TINPLATES.

Charcoal Plates—Bright Coated, Tissued.	Per box.	
M.L.S., Famous (equal Bradley)		
I C, 14 x 20 base		$6 00
IX, 14 x 20 "		6 50
IXX, 14 x 20 base		7 50
Raven and Vulture Grades—		
I C, 14 x 20 base		5 00
I X "		6 00
I X X "		7 00
I X X X "		8 00
'Dominion Crown Best"—Double Coated, Tissued.	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base.....		4 50
I X, 14 x 20 "		5 25
I XX, 14 x 20 "		6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. }	6 75	7 00
" 14x60, " }		
" 14x65, " }		

Tinned Sheets.

72x30 up to 24 gauge.....	8 00
" " 26 "	8 50

LEAD.

Imported Pig, per 100 lb.....	4 00 4 25
Bar, ...	4 75 4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25 6 50
Sheets, 3 to 6 lb. "	6 00 6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 02½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers.....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " "	1 80
No 7 Fuller's..... .... "	2 00
No. 4½, " .... "	2 15

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 35
Square head brass cocks, 50; iron, 55 p.c.
Thompson Smoke-test Machine 25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 30	⅛ inch.....	3 30
¼ "	2 47	¼ "	3 30
⅜ "	2 72	⅜ "	3 57
½ "	3 65	½ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 16	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40
2-lb. or over ..... "	0 25

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone or blue vitrol)		0 09
Litharge, ground		0 06
" flaked		0 06½
Green copperas (green vitrol)		0 01
Sugar of lead.....		0 08

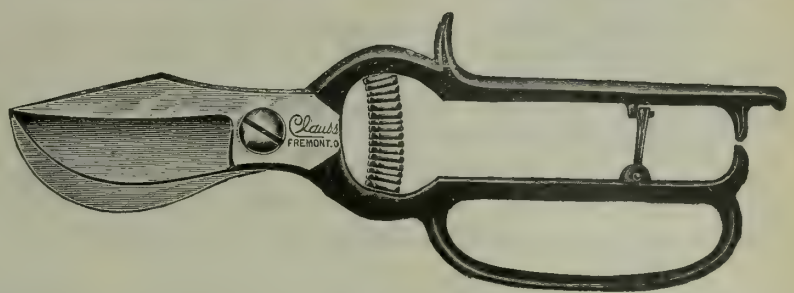
COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 10
French " "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 02
French permanent green "	....	0 13
Signwriters' black "	....	0 15

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.



FULLY WARRANTED

The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.

Domestic sheet	0 10
French medal	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65 0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
P. D. Dods & Co's "Island City"	1 50
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 60
Bladders in bbls	1 85
25-lb. tins	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons	1 80

SHINGLE STAINS.

In 5-gallon lots	0 85 0 90

SHELLAC.

White, bleached	2 25 2 50
Fine orange	2 00 2 20
Medium orange, No. 1	1 90 2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13
Water white "	0 15
Pratt's astral "	0 18
Castor oil	0 08 0 10
Motor Gasoline per gal, single bbls.	0 17 0 21
Benzine, per gal single bbls	0 17 0 17½
Turpentine, single barrels	0 75 0 73
Linseed Oil, " raw	0 56 0 58
" " boiled	0 59 0 61

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Tiger Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearcy's	6 75
Robertson's O.P., lead	6 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 25
Genuine, 100 lb. kegs, "	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85		8 50
86 to 90		10 50
91 to 95		12 00
96 to 100		14 00

Net—F.O.B. Toronto. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 80
Light oil finish		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 80
No. 1 "		2 50
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20 2 30
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
"Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount p.c.	
Screw hook and hinge—	
under 12 in per 100 lb.	4 75
over 12 in "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
½ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, exceptin carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10 0
Canadian sledge per lb.	0 07 0 0820
Canadian ball pean, per lb.	0 22 0

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... 1 72 5 50

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D.. discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ¼-inch....per gross	....	9 00
" " ⅜ " .... "	....	10 00
" " ½ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1½ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel. 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise..... 4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 and 10 per cent.

CHAIN.

Proof coil, per 100 lb.. ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, 40,10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 25
3d.....	3 15	2 95
4 and 5d.....	2 90	2 65
6 and 7d	2 80	2 55
8 and 9d	2 65	2 40
10 and 12d	2 60	2 35
16 and 20d.....	2 55	2 30
30, 40, 50 and 60d (base)	2 50	2 25

F.o.b. Montreal. Toronto 5 cents higher. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25
" iron ..... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 60; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50



MUNDER SOCKETS

ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?



MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros. " Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, discount 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper nitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

RAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 90
" No 50, nickle-plated,	"	0 95
" handles, japaned, per gross		9 25
" " nickled, "		9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	"	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $5.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No 23, $7.65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb		3 00
Galvanized, plain twist		3 35
Galvanized barb, f.o.b. Cleveland, small lots and $2.60 for carlots		$2.75 for

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black. 1st grade, 6 strands, 19 wires. ⅜. $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	3 65	4 70
" 3 "	2 90	3 0
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES PINS

Cane's, 5 gross loose, per case		0 57
" 4 " packages, per case		0 67

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style, per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz.	1 00
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 11½
"British" Manilla	0 14
Cotton, 3-16 inch and larger	0 21
" 5-32 inch	0 25
" ¼ inch	0 25
Russia Deep Sea	0 18
Jute	0 09
Lath Yarn, single	0 09
" double	0 11
Sisal bed cord, 48 feet, per doz.	0 85
" " 60 feet, "	0 80
" " 72 feet, "	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " "	0 11½
650 " "	0 10

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and over			



If there is one thing we like more than the other it is to explain just why

McDOUGALL PUMPS

are Standard Pumps the world over.

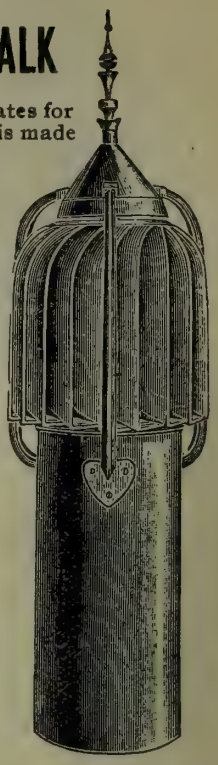
It is simple when done, as quality, first, last and all the time, with prices right is a combination hard to beat.

OUR CATALOGUE EXPLAINS.

The R. McDOUGALL CO.

Galt, Canada LIMITED

A COMMON SENSE TALK



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa University,
Ottawa, May 30th, 1901.
Messrs. J. W. Harris Co., Limited, Montreal.
Dear Sirs;—Your "Aeolian" Ventilators placed on our University three years since have given us entire satisfaction, BROTHER NORMAND

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

The White Mop Wringer

This Trade Mark



Guarantees Satisfaction.



Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York



When a Customer Comes

into your store to buy an axe handle, he wants one that will stand the test of hard usage. Our

Empire, Imperial and Peerless Axe Handles

will stand any amount of hard usage, because they are made of the best hickory that can be bought.

You will bring trade to your store by selling them.

Write for price list and discounts.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

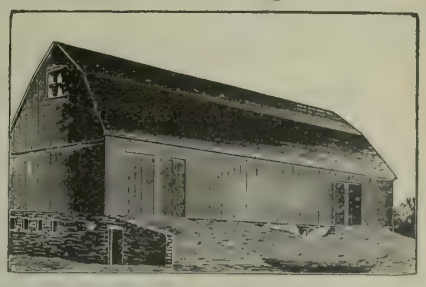
The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

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J. A. Bernard, QUEBEC
Clare & Brockest, WINNIPEG
Ellis & Grogan, CALGARY
Wm. N. O'Neill & Co., VANCOUVER

"Brantford" "Roofing"



Get FREE SAMPLES of our roofing and see for yourself what a strong, durable, pliable and altogether superior roofing it is. Two finishes—Asphalt and Rubber. Sold at as low a price as a really good roofing can be sold—about one-third less than metal. Get a step ahead of your competitor by securing the agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.



Steel Fishing Rods

Fly Casting Rods
Bait Casting Rods
Trolling Rods
Salt Water Rods
Muscalonge Rods
Tarpon Rods
Truck Rods

Is your line full? There is a special "BRISTOL" Rod for each kind of fishing. Progressive dealers cultivate the trade of the man who takes pride in owning a dozen different rods as well as the trade of the man who uses one rod for all kinds of fishing. Is your line complete? Better order quickly if it isn't.

The returns from our magazine advertising show that the season is now in full blast.

The Horton Mfg Co., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., Montreal, Que.

There is no ***DULL SEASON***
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

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DOMESTIC SUPPLEMENT, an export bulletin
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135 William Street, New York

BOSTON ***PHILADELPHIA*** ***CLEVELAND*** ***DETROIT*** ***CHICAGO***

"NEVERSLIP ANCHOR WEDGE"



Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.



THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

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Toronto & Belleville Rolling Mills, Belleville.

Box Strap.
J. N. Warminton, Montreal.

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Frothingham & Workman, Montreal.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
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Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd , Toronto

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Kemp Mfg. Co., Toronto

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Eavetroughs
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing.
Canada Metal Co., Toronto.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Grinding Holders.
Armstrong Bros. Tool Co., Chicago

Hammocks
Nelson, H. W., & Co , Ltd., Toronto
Palmer, I. E., Co., Middletown, Conn.

Handles.
Still, J. H., Mfg. Co.

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hoop Iron.
Frothingham & Workman Montreal.
Montreal Rolling Mills Co., Montreal.
J. N. Warminton, Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.
Capewell Horse Nail Co., Toronto
Toronto & Belleville Rolling Mills Belleville.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia,

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

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Covert Mfg. Co., Troy, N.Y.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lathe Dogs.
Arms'rong Bros. Tool Co , Chicago

Lathe Tools.
Arm.trong Bros. Tool Co., Chicago

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

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Gutta Percha & Rubber Co., Toronto

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Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
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Lucas John & Co., New York
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McCaskill, Dougall & Co., Montreal.
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Moore, Benjamin, & Co. Toronto.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
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Sherwin-Williams Co., Montreal.
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Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

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Greening, B., Wire Co., Hamilton.

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Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
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Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
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Stephens, G. F., & Co., Winnipeg, Man.

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Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

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Clauss Shear Co., Toronto.

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McClary's, London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Hyde, F., & Co., Montreal.

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Clauss Shear Co., Toronto.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.

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Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

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Kemp Mfg. Co., Toronto

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Chicago Spring Butt Co., Chicago, Ill.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Kemp Mfg. Co., Toronto

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Davidson, Thos., Mfg. Co., Montreal.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

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Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lyagat, John, Bristol, Newport and Montreal

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Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

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Armstrong Bros. Tool Co., Chicago

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Pearson, Geo. D., Montreal.

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Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

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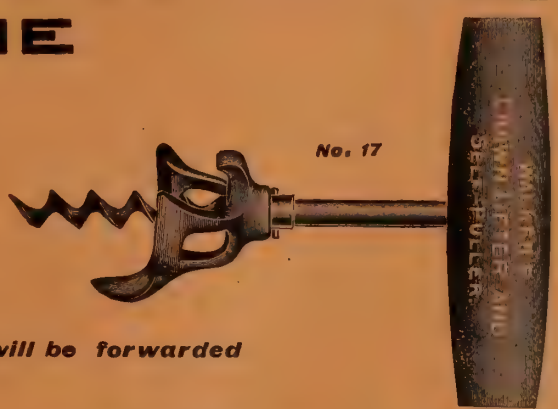
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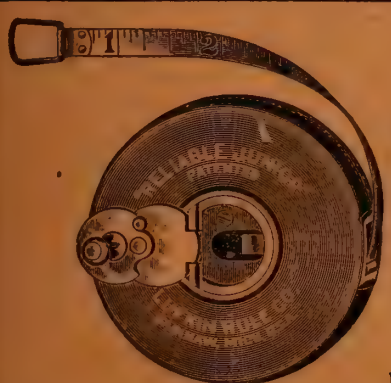
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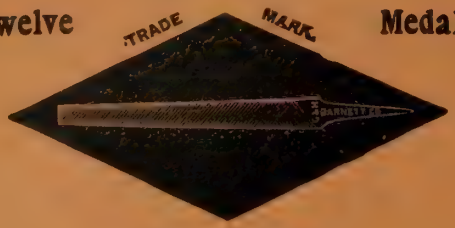
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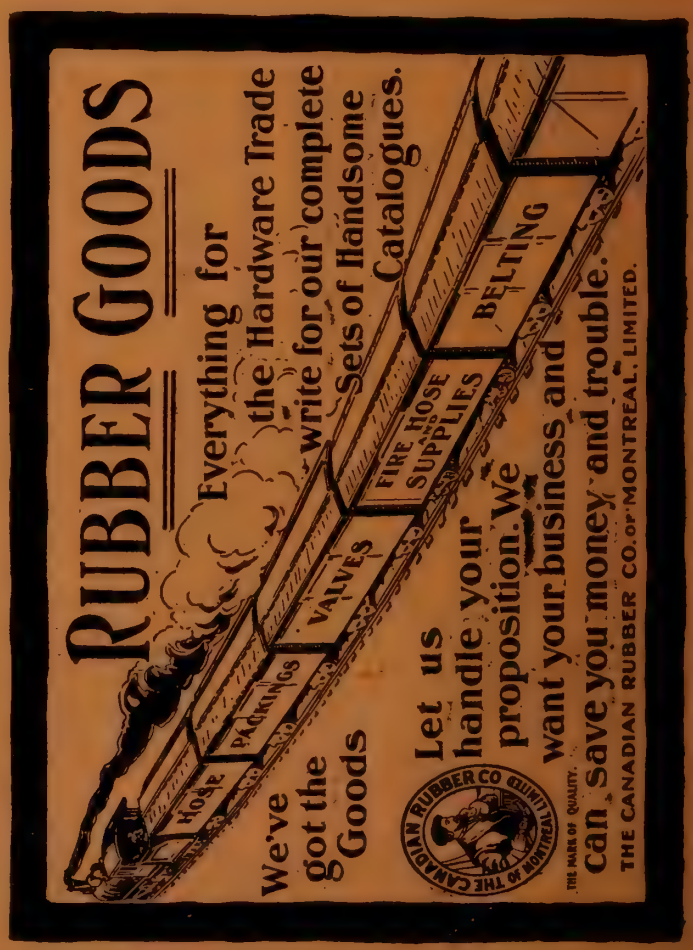
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No. 5 Chest
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contains 52 tools.



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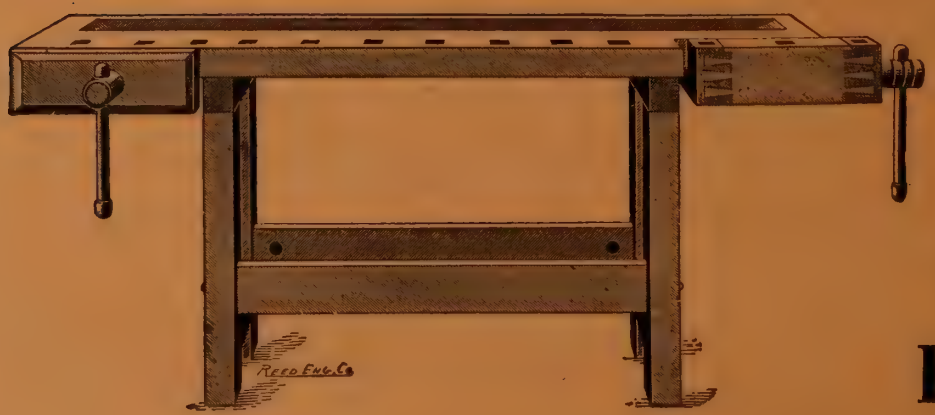
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2 ft. 8 in. x 1 ft. 8 in. x 5½ in., contains 26 tools.

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2 ft. 8 in. x 1 ft. 8 in. x 5½ in., contains 30 tools.

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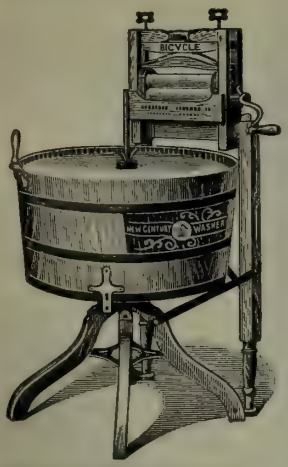
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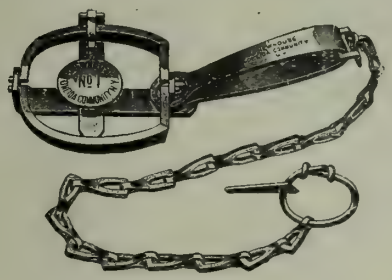
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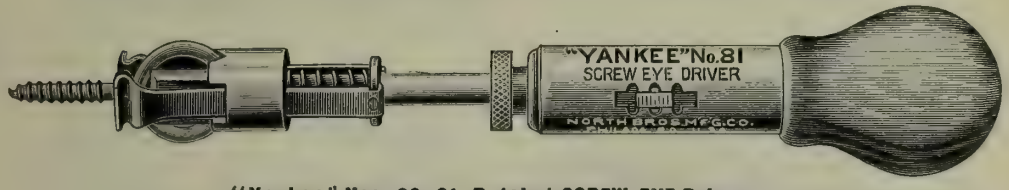
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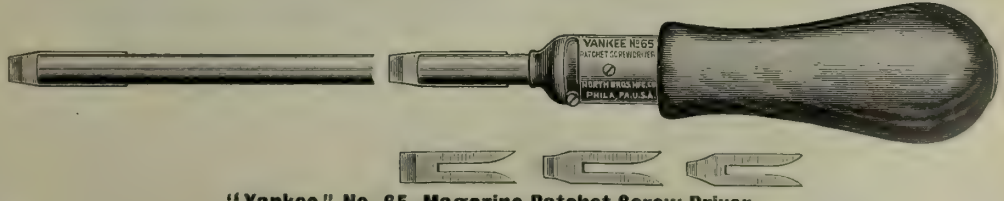
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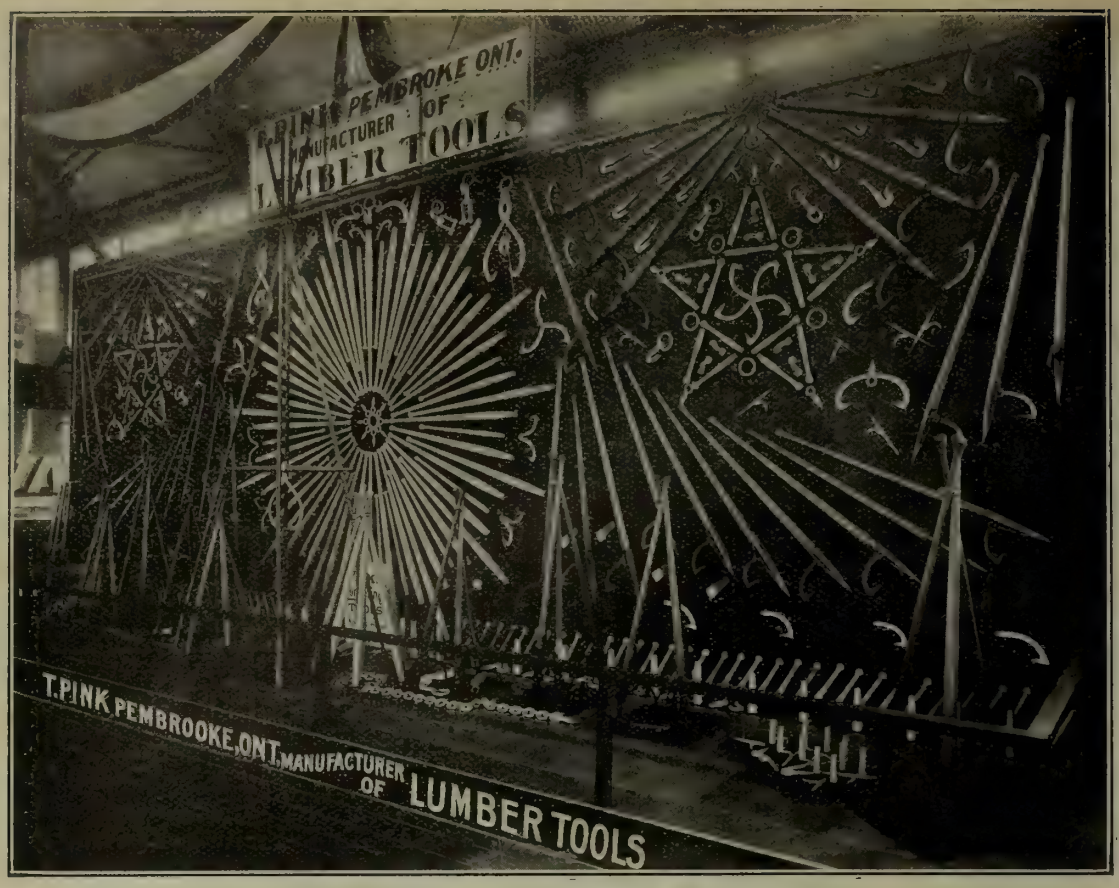


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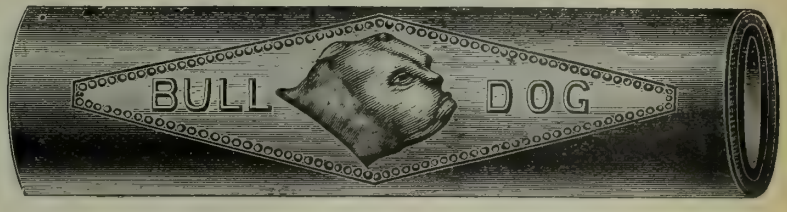
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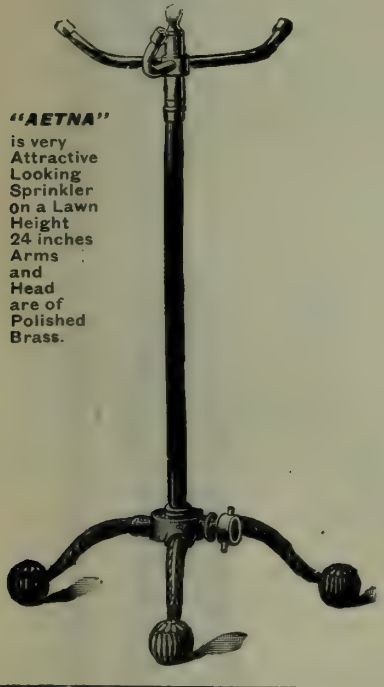
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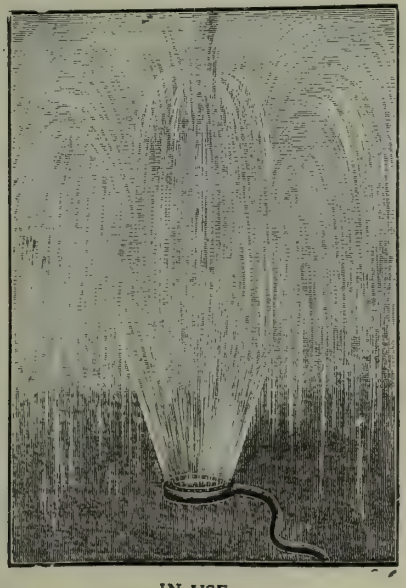
LAWN SPRINKLERS

AETNA



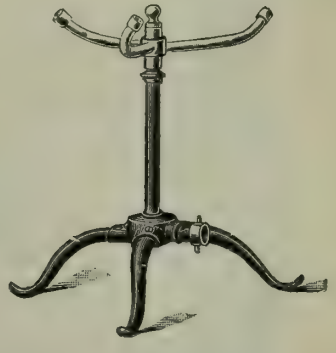
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COLUMBIA



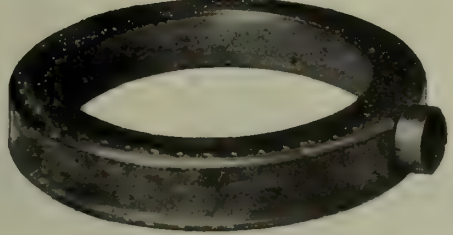
"COLUMBIA" is one of the most popular Lawn Sprinklers sold. The legs are heavy and substantial. No danger of tripping.

"FOUNTAIN" is made of Brass. No mechanism to get out of order, no rust, 8 inches in diameter. More beautiful than a fountain, and more effective than a shower.

ECLIPSE



"ECLIPSE" Nozzles are well made of fine cast brass and is one of the best Garden Spray Nozzles made. Three sizes ½, ¾ and 1-inch.



FOUNTAIN HOSE NOZZLES.

MAGIC



"MAGIC" is the original spray pipe and is very popular. Has a screw tip which can be taken off making a heavier stream. Two sizes, ¾ and 1-inch.

It will pay you well to get prices on these lines if you have call for goods of this class.

OUR 1908 LAWN GOODS CATALOGUE IS NOW READY. WRITE FO ONE.

LEWIS BROS., LIMITED

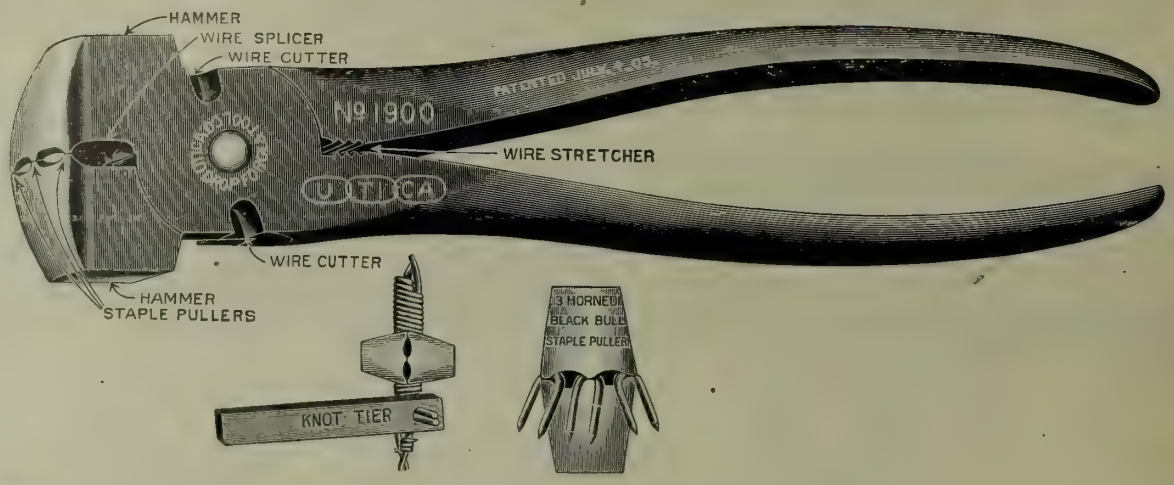
TORONTO
OTTAWA

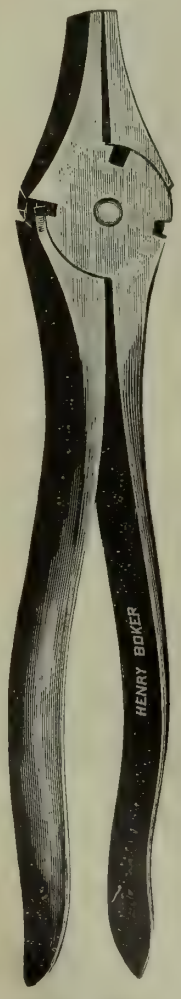
MONTREAL

CALGARY
VANCOUVER

FENCING PLIERS

If you want the best, we have them.





No. 1900—Combination plier, combining staple puller, wire cutter, hammer, pincers, wire splicer and wire stretcher, the handiest tool for a farmer.

No. 1373---Patent hand grip, made of forged cast steel. The following sizes are kept in stock: 6, 7, 8. 9, 10, 12 inch.

No. 1000---Extra heavy pattern, hand forged cast steel, easiest cutting plier on the market; 8 and 10 inch kept in stock. Order your stock now and have them when they are wanted.



Wood, Vallance & Co.

HAMILTON, ONTARIO

No. 1373. No. 1000.

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

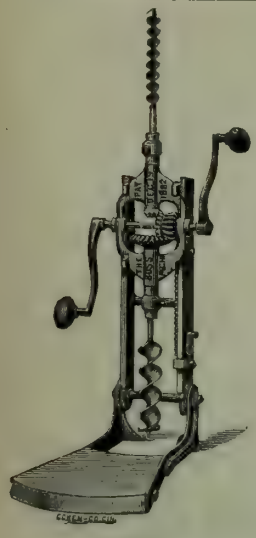
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

Framing Tools

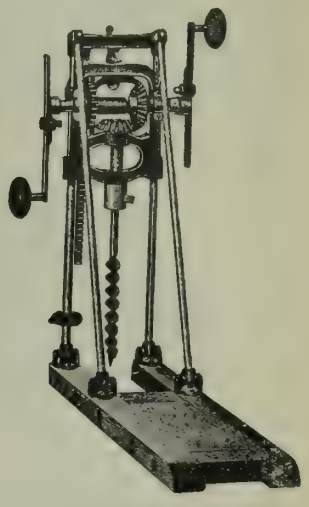


"Boss" Boring Machine



"Universal" Combination Squares

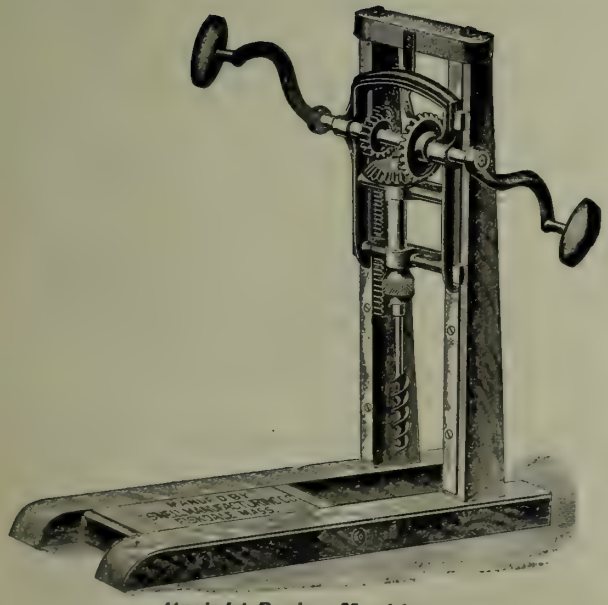
Can be used as a Try Square, Bevel Square, Pitch Cut Square, Hip and Valley Cut Square and Mitre Square, also Drawing Circles.



"Miller Falls" Boring Machine



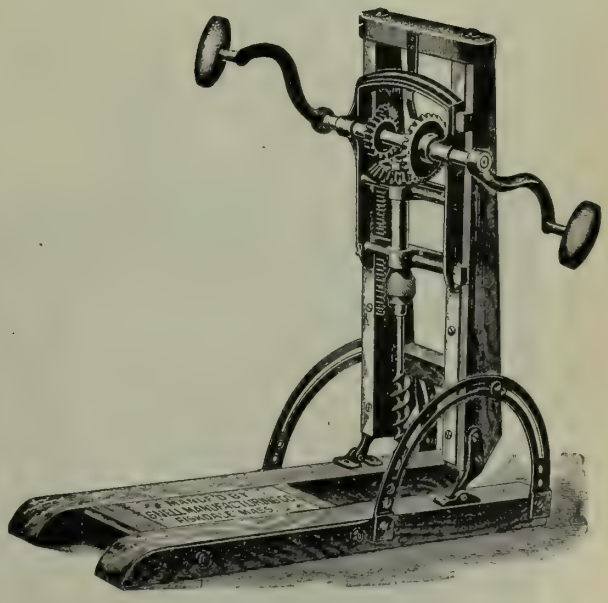
Socket Framing Chisels



Upright Boring Machine



Boring Machine Augers



Angular Boring Machine

For other lines of Chisels and Augers see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

We Ship Promptly

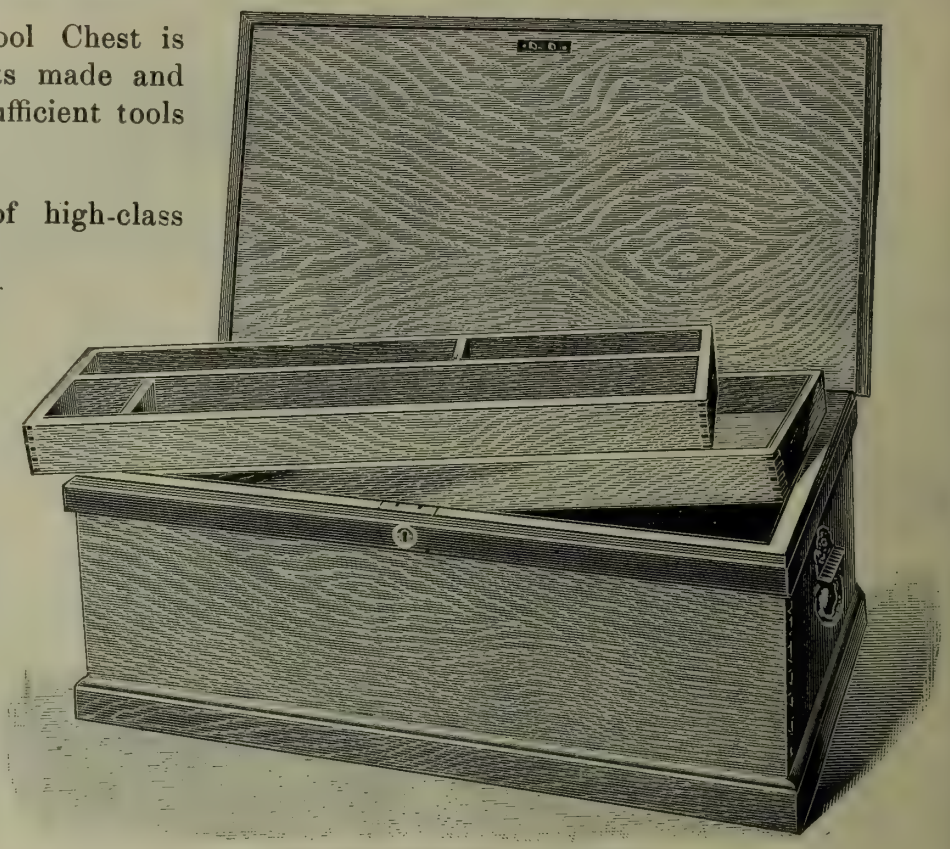
TOOL CHESTS

The "Craftsman" Tool Chest is one of the strongest chests made and is large enough to hold sufficient tools for any class of work.

It is comprised of high-class tools such as made by the following leading manufacturers, Stanley Rule and Level Co, Shurly and Dietrich, E. Broad and Sons, and a great many more.

This chest is supplied with two sliding trays and a saw rack. Complete with fifty-six assorted tools.

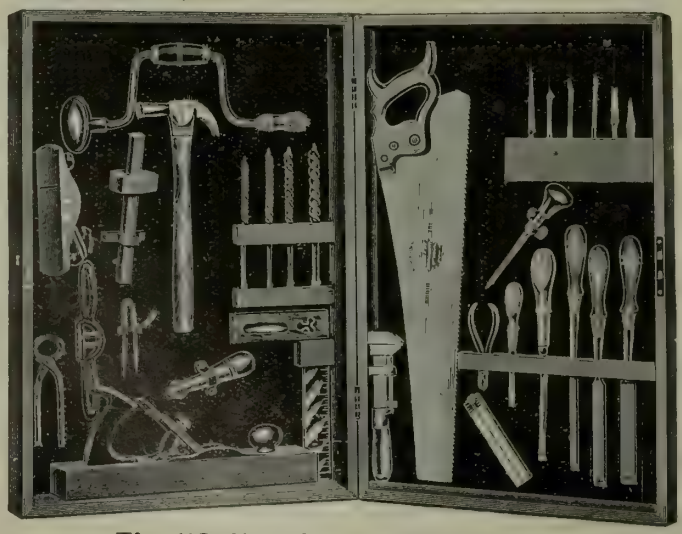
Inside measurements 28 in. x 15 in. x 14 in., weight of chest with tools complete 86 lbs.



The "Craftsman" Tool Chest.

These tools and chests are fully described in our general loose leaf catalogue.

For prices, write us direct or ask our travellers.



The "Cottage" Tool Cabinet.

The "Cottage" Tool Cabinet is much smaller than the "Craftsman," but is made very strong and durable, and is best suited for household purposes.

Outside measurements 27 in. x 19 in. x 5½ in.

Complete with 30 assorted tools, weight complete, 37 lbs.

Frothingham & Workman

Wholesale Hardware and Iron Merchants *Limited*

MONTREAL, - CANADA

Free Window Display Material with No. 6 Assortment

Asbestos Sad Irons

The **want** of a better sad iron exists. Are you making it known that with **Asbestos Sad Irons** you can supply that want.

Making known that fact is creating a **demand.**

No. 6 assortment furnishes you with the means of creating a demand for **Asbestos Sad Irons.**

It supplies you with material with which to make an attractive window display.

Window display is the cheapest and best form of retail advertising.

All the material is good. It goes right to the point. It tells the merits of the goods. It helps to sell them.

The assortment contains beside the articles illustrated

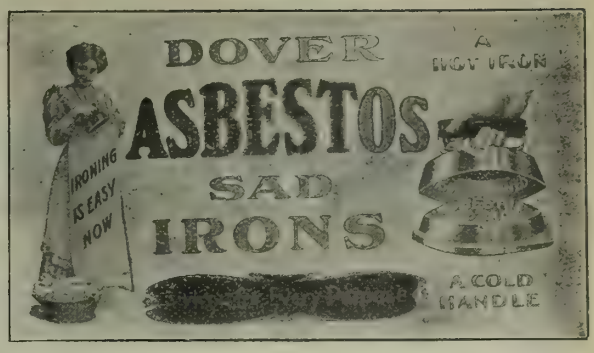
One hanging sign in four colors for interior display.

Ten transparencies for the window. One card for demonstrating the iron.

25 Booklets "Asbestos Sad Irons, Their Story."

500 Leaflets.

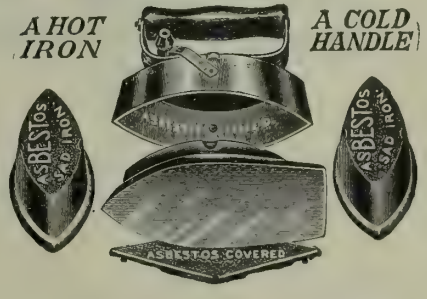
The assortment is contained in two boxes, shipping weight 170 lbs.



One Decalcomania Sign for Window Display.



No. 100. Laundry Set. ¼ Dozen.



No. 130. Laundry Set. 1-12 Dozen.



No. 140. Laundry Set. 1 12 Dozen.



No. 50. Flounce Iron. ½ Dozen.



No. 40. Sleeve Iron. ¼ Dozen.



No. 10. Tourist Iron. ¼ Dozen.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL.
Warehouse at WINNIPEG, MANITOBA.

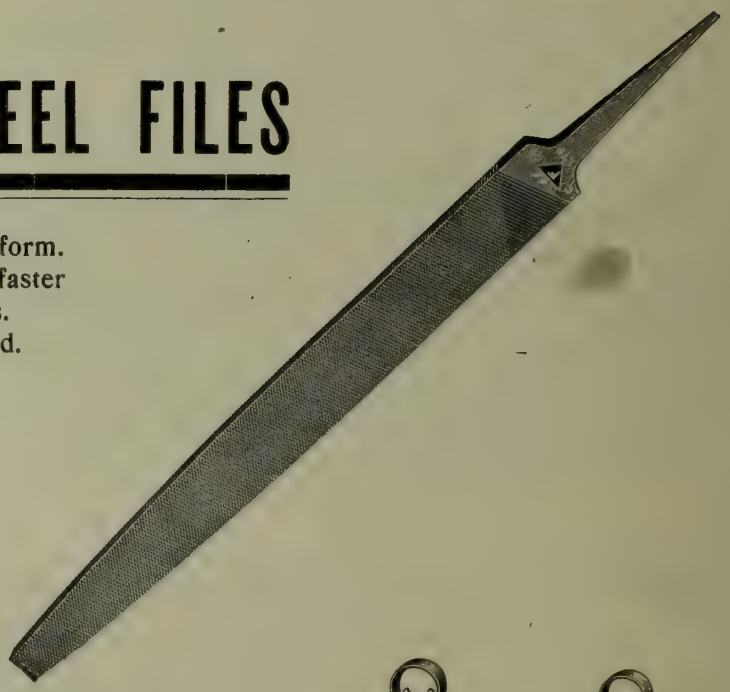
Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.
QUEBEC. FRASERVILLE.

NORTON GRINDING WHEELS



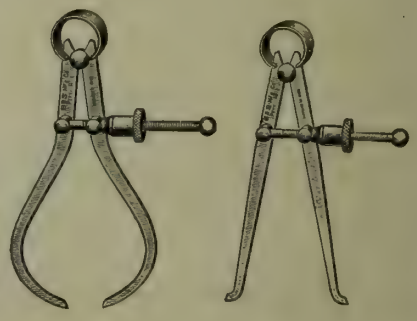
The hardest and quickest cutting wheels on the market.
Supplied in every size and shape.
These wheels are hustlers.

SHEFFIELD STEEL FILES



Clean, Sharp, Uniform.
These files will cut faster and outwear any others.
Every file guaranteed.

BROWN AND SHARPE MACHINISTS MECHANICAL TOOLS



Tools that are the standard of the world.

Quality and accuracy guaranteed.

The Canadian Fairbanks Co. LIMITED

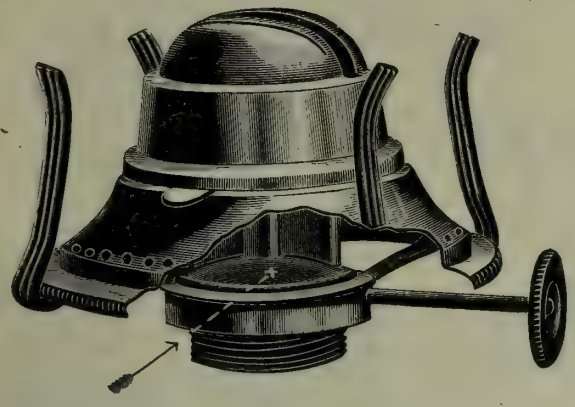
MONTREAL

TORONTO WINNIPEG CALGARY VANCOUVER ST. JOHN

MACHINERY TOOLS AND SUPPLIES

BANNER LAMP BURNERS

Fully guaranteed



The screw part or base of our burner is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire.

Orders solicited through the jobbing trade.

Manufaotured by

ONTARIO LANTERN AND LAMP CO.
HAMILTON, ONT. LIMITED

Eureka Hangers

The best on the market. Particular men say so—so we merely repeat their statements. It does hold the collar correctly, and a well made coat cannot wrinkle on this hanger. The only hanger which holds the concave shoulder properly in place.



The Eureka Trousers Hanger is the simplest and best. No rough edges to mar the finest fabric. The adjustable hook can be turned down to occupy the least possible space.



Ornamental, Economical and Useful. Hence the best possible sellers. Let's mail you interesting facts.

Forsyth Manufacturing Co.
BUFFALO, N.Y.

W. F. Canavan, 13 St. John Street, Montreal, Representative

ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

Nelson's Brooms



Deck or Ship, Warehouse or Mill
BROOMS

With split Bamboo centres,
With Rattan centres,
Sewn with twine. Bound with wire.

ALL KINDS FOR ALL PURPOSES

H. W. Nelson & Co.
LIMITED

SUCCESSORS TO

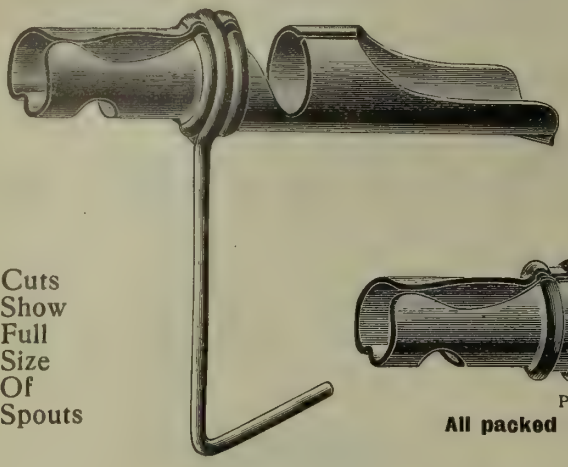
H. A. NELSON & SONS

Toronto

OFFICE
92 Adelaide St. W.

FACTORY
15 to 21 Jarvis Street

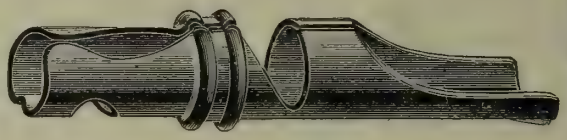
Supplies for Sugar Makers



Cuts Show Full Size Of Spouts

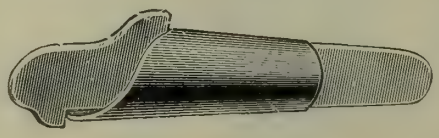
"EUREKA"

Steel Sap Spouts



Patented 1896

All packed in Cardboard boxes, 100 each



"IMPERIAL" Steel Sap Spouts

(Specially adapted for Covered Sap Buckets.)

Write for prices

MAPLE SYRUP CANS



Round and Square with Screw Tops.

Plain Tin

Round
½ gall. Imperial
1 " "

Square
1 gall. Wine
1 " Imperial

Special sizes made to order if sufficient quantities are wanted.

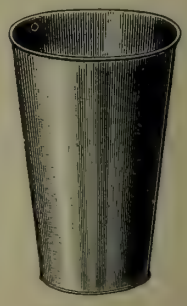
SAP BUCKETS

Long Pattern

Nos. 7, 8, 9, 12, 16
Quarts 4, 5, 6, 8, 12

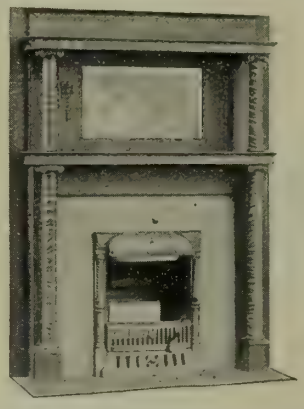
Western Pattern

6 and 10 Quarts



Long Pattern

The THOS. DAVIDSON MFG. CO., Ltd., Montreal and Winnipeg



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS,
MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.



Sold by All Progressive Hardware Merchants. Send for prices

W. L. BARRETT, Mfr., Bristol, Conn., U.S.A.

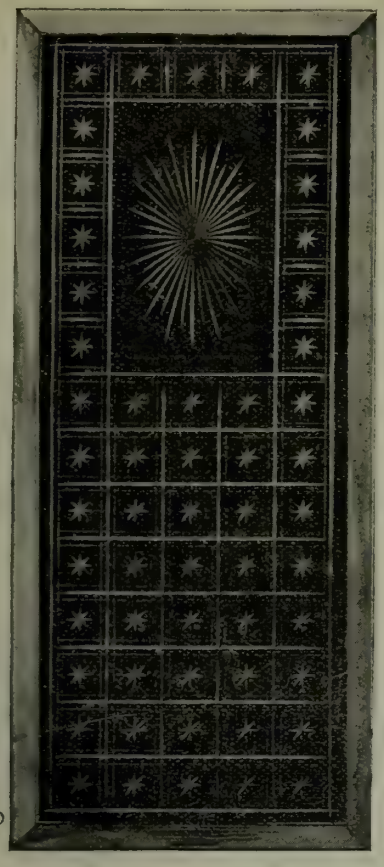
BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO



BEVELLED PLATES

For doors it is hard to get anything more ornamental than clear Plate Glass. Its brilliancy distinguishes it from all other glasses. Bevelling, while inexpensive, adds greatly to the effect, and should never be omitted from a door plate. It can be further ornamented by mitre cut work as in illustration. This gives absolutely the best and most unique effect known to the glass trade.

Ask for Catalogue and Price Lists

The Hobbs Manufacturing Co.
LIMITED

London Toronto Winnipeg



SOLE MANUFACTURERS:

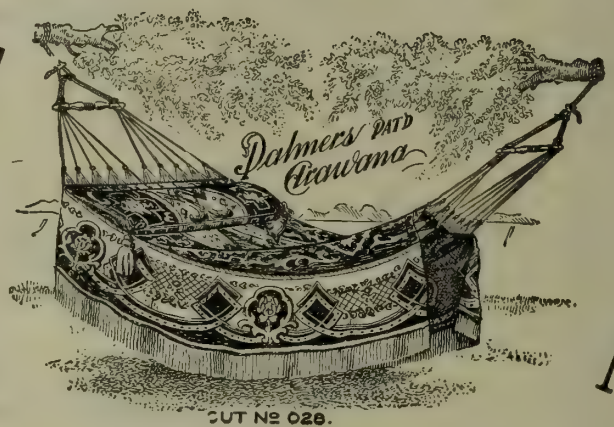
QUIBELL BROTHERS, Limited, Newark-on-Trent, England

PALMER'S HAMMOCKS
AND
ACCESSORIES

LARGEST

AND FINEST ASSORTMENT OF PATTERNS AND COLORS ON THE

MARKET



CUT No 028.

LENO

7/4 AND 8/4
MADE IN NINE COLORS
ALSO
36 in. AND 40 in.

NETTINGS

SEND FOR 1908 ILLUSTRATED CATALOG
SHOWING 112 COLORED PLATES.

THE I. E. PALMER CO.

NEW YORK OFFICE:
55 WORTH ST.

CANADIAN REPRESENTATIVE:
R. N. SCOTT
200 McGILL ST., MONTREAL

FACTORY AND MAIN OFFICE:
MIDDLETOWN, CT., U.S.A.

H&R
GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

Our catalogue tells about our full line and gives valuable selling points.

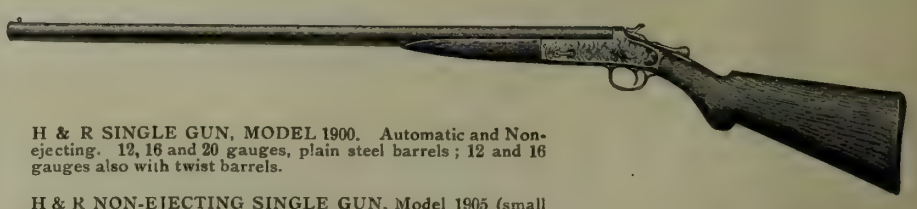
WRITE FOR IT.



Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.



H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

H & R ARMS CO. REG. U.S. PAT. OFF.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.

Catalogue Notes.

Have you received your copy of **Catalogue No. 70,** Enamel and other Kitchen Wares?

Catalogue No. 71, Summer Cooking Specialties?

"Samson" Milk Can Trimmings Catalogue?

If not, write our nearest Branch for copies.

Spring Hints

Let us know your requirements for Spring Trade.

Remember, we can supply you with **Tinners' Trimmings, Milk Can Trimmings, Sap Spiles and Pails** (all styles,) **Eavetrough and Conductor Pipe, Conductor Elbows, Oil Stoves and Refrigerators, Ice Cream Freezers,** Etc.

McCLARY'S

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER
ST. JOHN, N.B., HAMILTON, CALGARY.

GET READY

for the Spring Trade by getting in your Stock of Handles now. Our

Fork, Hoe and Rake Handles

are made of the best Canadian White Ash, nicely finished.

Our Pearson, Climax, Champion and Dictator **Pokes** are the **strongest and best.**

Write for Price List and Discounts.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET

MONTREAL

We Can Really Help You

to get the business of your neighborhood in Sheet Metal Building Goods. We have organized for 1908 the biggest campaign of co-operation with the dealers that we have ever planned. It cannot help being profitable to our agents.



WRITE FOR OUR PROPOSITION

If you are not already actively selling our line sit right down at your desk and send us a post card. You will hear of our proposition by return mail. Don't delay! Your competitor might get in ahead of you.

"WE WORK WITH THE TRADE"

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON** **Toronto**

SALES AGENTS:

Emerson & Fisher, Limited, ST. JOHN, N.B. — J. A. Bernard, QUEBEC — Clare & Brockest, WINNIPEG

Ellis & Brogan, CALGARY — Wm. N. O'Neill & Co., VANCOUVER

PROTECTION and SECURITY

For the Dealer Protection, For the Purchaser Security.

This is our 1908 program. Our Dealers in 1907 secured their choice of the Largest and Best Business. We do not worry about where they stand, but we fear that some Good Merchants do not know what great assistance we can and do give our friends. We are the Originators of the Protection Plan. Because it is a success, we of course have many imitators, but our Goods and Methods cannot be duplicated.

There will be much farm building done in 1908, by present indications. Get in line to look after your share. The best and surest way is to get in touch with us. A post card will do it.

"Sure-Grip" Shingles and "Galt" Corrugated Sheets combined with Galt Salesmen and Galt Methods will work wonders.

THE GALT ART METAL CO.

LIMITED

GALT, - ONTARIO



See this Bit?

Nothing else like it on the market. Note the strong centre stem and the

"Guide Point"

This guide point is found only on *"Rapid"* Auger Bits. It assures the operator of a clean, straight hole through wood of any grain. "Rapid" Auger Bits are made from a special grade of properly tempered tool steel, and are guaranteed to please your customers.

Price List on Request.

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

Do not confuse our roofing with the ordinary tar paper kind, for Brantford Roofing is a distinctly superior article. The basis is pure wool felt, completely saturated with asphalt. Waterproof, fireproof, acidproof. A roofing that you can recommend with confidence to your trade. Sells on sight. Samples free. Our prices are right.

"Brantford" "Roofing"

No. 1 "Asphalt" 60 lbs.
No. 2 " 70 lbs.
No. 3 " 80 lbs.
per 100 square feet

No. 1 "Rubber" 32 lbs.
No. 2 " 42 lbs.
No. 3 " 52 lbs.
per 100 square feet



Put up in rolls 32 in. wide, protected by our patent ends. Nails and cement are in the core of each roll—ready to lay.

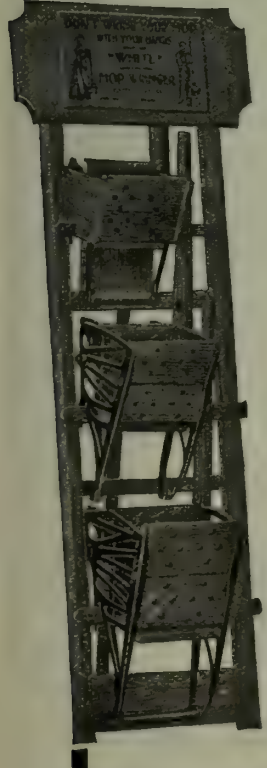
Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.

Winnipeg Agents; General Supply Co., of Canada, Limited.

The White Mop Wringer



This Trade Mark



Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.

The White Mop Wringer Co.,

Fultonville, New York



TRADE MARK

FOR PLATE

Ready to Ship

We can guarantee shipments of

"ALASKA" and "SINGALESE"
White Nickel Spoons and Forks.

"HUTTON'S H. & S. A.1"
Silver Plated Spoons and Forks.

We have a special consignment of these standard goods, from which to make prompt delivery.

Write for samples and prices.

The House of Hutton

Established in England in 1800

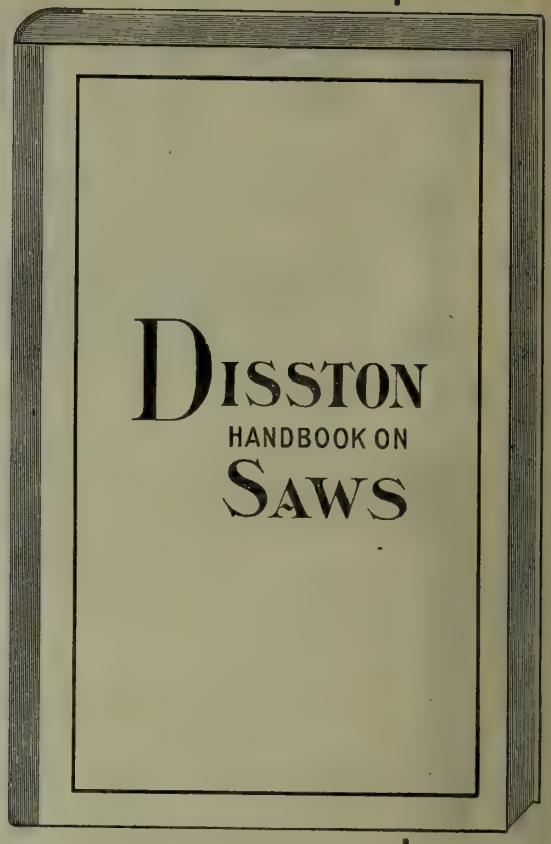
Sole Canadian Agent

W. J. GRANT, Lindsay Bldg. MONTREAL

TRADE MARK

FOR CUTLERY

Yours for the Asking



A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES,** giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.

HENRY DISSTON & SONS, Inc.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, PA.

CANADIAN WORKS:
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REGISTERED TRADE LW TRUE MARK CELEBRATED

TRUE BRAND CUTLERY.

The above "TRUE" Brand stands for the highest excellence in Pocket Knives, Razors and Scissors.

Every Wrapper carries our Guarantee.

E. F. WALTER & CO.

Temporary Warehouse

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Which wrist will do the most work?



Atkins' Perfection Handle

A distinctive feature of

ATKINS Silver Steel SAWS

which makes them run easier and faster than any other. Your trade will appreciate the advantages you offer. Write us at

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OUR CANADIAN BRANCH

E. C. ATKINS & CO., Inc.
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THE FEATHERWEIGHT "MICMAC"

One of the most popular of the many styles made by us. Its sales have been the largest and are every year increasing. This is evidence enough that hockey players consider it the correct thing. Used both in Canada and the United States. Highly finished, welded and tempered. Exceedingly light and will stand the roughest usage. Design and trade-mark fully copyrighted. Made in sizes from 10″ to 12″. Price varies with finish. From $3.25 to $4.50 per pair.

STARR MANUFACTURING CO. Limited, DARTMOUTH, N.S., CANADA
TORONTO BRANCH : 126 WELLINGTON STREET, WEST



Cut 10—Outdoor Cabinet

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog V. It's free.

S. F. Bowser & Company, Limited
66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.

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BEAMS, GIRDERS, COLUMNS, TRUSSES, RODS, Etc.

BUILDERS

We can furnish you on short notice with plain or punched Beams and Girders, and can submit close prices for any structural steel required for new buildings, or alterations to old ones.

Send us your enquiries.

The Hamilton Bridge Works Co., Ltd.
Hamilton, Canada



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

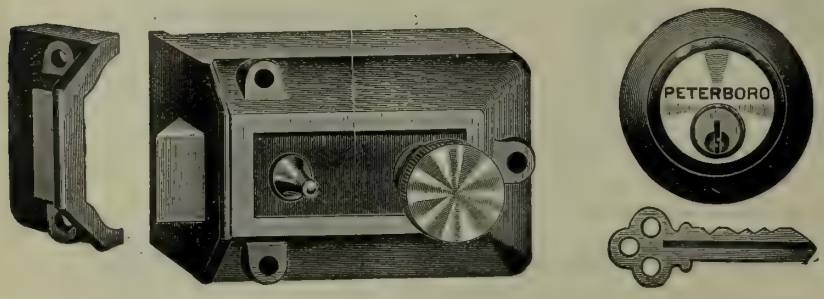
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

There is no ***DULL SEASON***
for the manufacturer who goes after

FOREIGN BUSINESS

It's the busy time in his line ***somewhere*** all the time.

We are helping manufacturers to secure export orders and would be glad to do the same for you.

Our Battery includes:

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Established 1877 and Conducted by Export Specialists

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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NEW GLASGOW, N.S.

Manufacturers of

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OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Wire Nails
Tacks
Wire

Prompt Shipment.

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LIMITED
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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited
Manufacturers of
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All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
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We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

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Please mention above brands in your indents and inquiries.

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New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

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Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

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Pattern Book

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This book treats the simpler problems in pattern cutting and gives a variety of tables and information constantly needed by the mechanic.

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It is a very useful handbook for tinners and all workers in sheet metal.

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The strongest Wrench made and one that will stand the most severe service because the Head and Bar is drop forged in one piece from Open Hearth Steel, the screw and jaw deeply threaded and every part is carefully made from high grade material.

Fitted with our indestructible Iron Handle.

Adapted for use in Mills, Factories, Railroads and in any place where a strong, serviceable Wrench is required.

Used by the largest Manufacturers and Railroads in the world.

The most economical Wrench on the market.

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Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand
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AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

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MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
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TORONTO, ONTARIO

DOMINION WIRE MANUFACTURING CO.

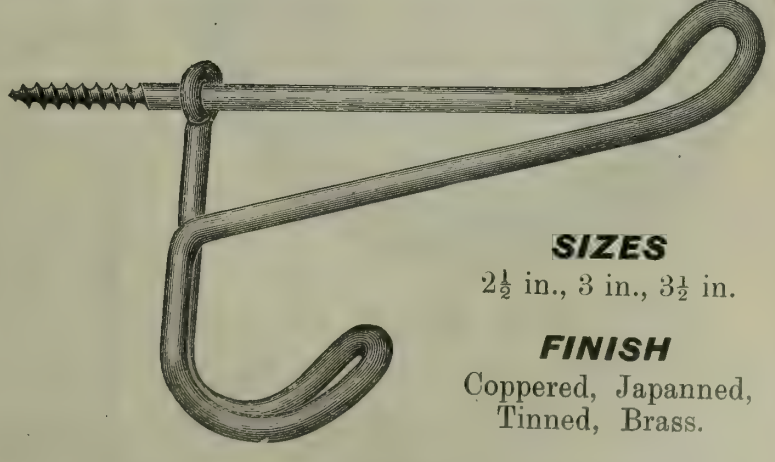
MONTREAL TORONTO LIMITED

Crescent Wire Coat and Hat Hooks

A GOOD COAT AND HAT HOLDER

and

NOT A BAD TRADE HOLDER

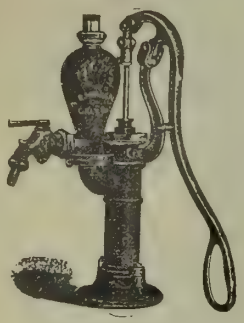


SIZES
$2\frac{1}{2}$ in., 3 in., $3\frac{1}{2}$ in.

FINISH
Coppered, Japanned, Tinned, Brass.

We have in stock a full line of all sizes and can ship promptly.

"Nothing New Under the Sun"



A proverb which our latest catalogue has made sit up and take notice.

McDougall Pumps

are Standard Pumps. New styles are shown but the old quality still is to the fore.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

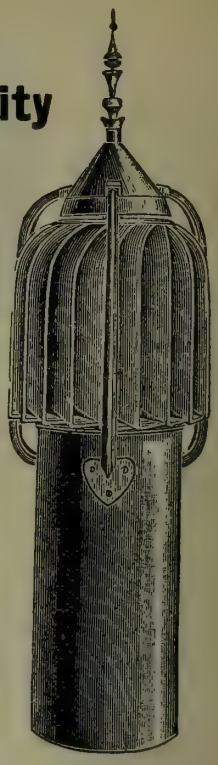
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It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern building can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited.
7 St. Elizabeth St , Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

General Contractors and Manufacturers

MONTREAL



THE R. BERG CUTLERY CO.

This brand on a knife always means **of the very best quality,** and it is quality that sells in this class of goods. If you are one of the very few who do not yet carry this line of cutlery get at once the details of our proposition which we make with regard to the showcase shown in this ad. It will give you a silent **salesman**, profitable **sales** and satisfied **customers.**

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JUMP ON IT!

Sit on it! Put a weight on it and let it stay all day! None of these things can break or bend the

"DILLON"

Hinge-Stay Field Fence

The hinge-stays, the high quality of the strand wires, make the "Dillon" almost unbreakable.

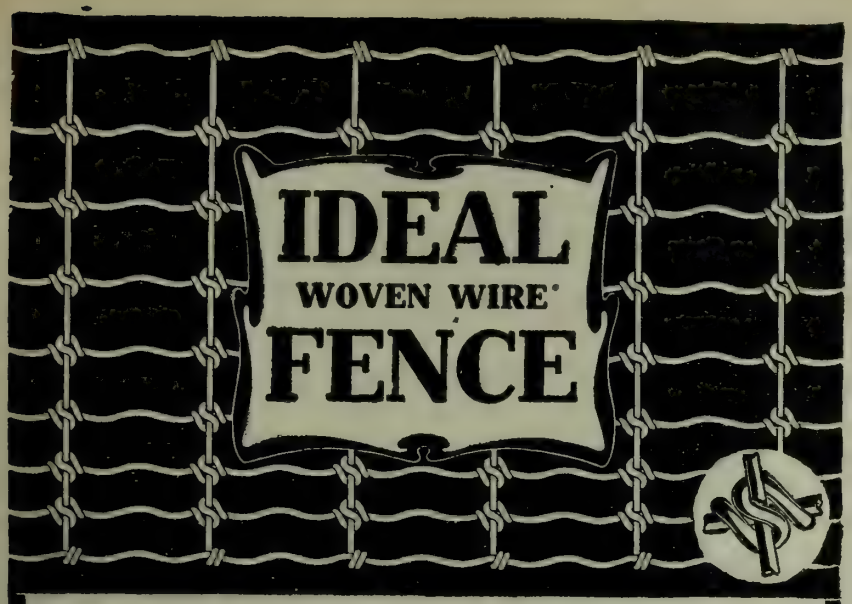


WRITE FOR INFORMATION

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal**
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The Aberorombie Hardware Co., Vancouver



Why not sell a fence that will advertise your business? Ideal Fence makes people stop and take notice, and it stands inspection.

Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

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The McGregor Banwell Fence Co., Ltd., Dept. O, Walkerville, Ont.
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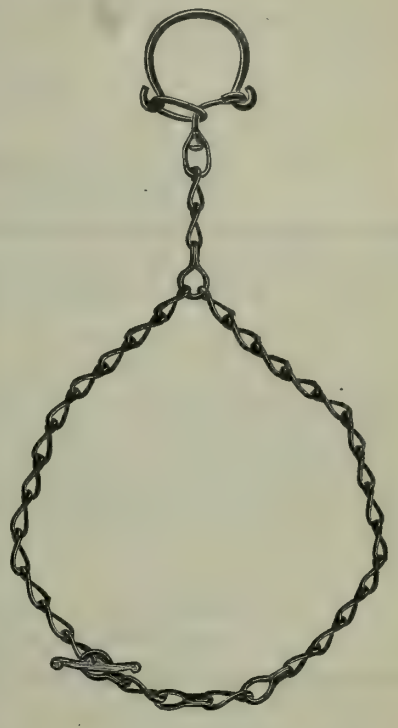
BAR IRON



"Dependability" is an essential quality of good bar iron. That's why **London Bar Iron** leads the trade. You can depend upon it. It is made by experts, being chemically perfect and correctly rolled, which makes every part of every bar uniformly perfect in quality. A sample order will convince you that **London Bar Iron** is the kind you ought to handle.

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

ELECTRIC WELDED CHAIN



Is stronger, smoother and more flexible than any other Wire Chain made. Every chain is tested and guaranteed.

Cow Ties **Halters**
Traces **Tie Outs**
Dog and Kennel Chains
Evener and Back Chains

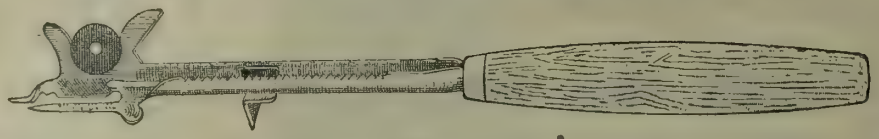
We also make the most accurate and strongest

COIL CHAIN

ever produced

McKINNON
Dash & Metal Works Co.
ST. CATHARINES, ONT.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

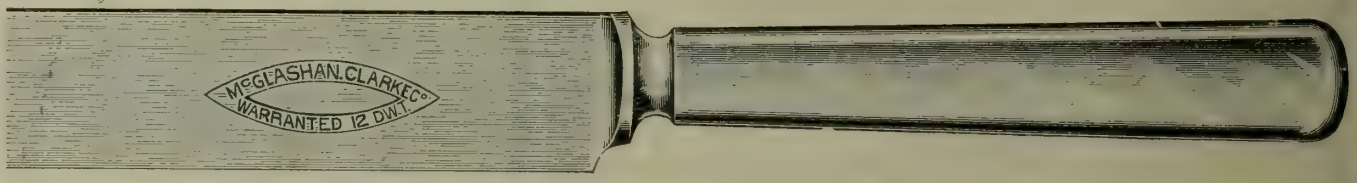
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Are You Looking for a Profitable Line?

If you are, write and ask our prices on Cutlery, Nickel Silver Flatware and Plated Ware. Our goods are guaranteed sound throughout, and very handsomely finished.



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The Washing Machine that makes Money for You

THE "PURITAN"

Every general store—every grocer—every hardware establishment—ought to handle "PURITAN" Re-acting Washing Machines.

It is the latest and best—has many exclusive features—and pays a good profit to dealers.

ANOTHER SPLENDID SELLER

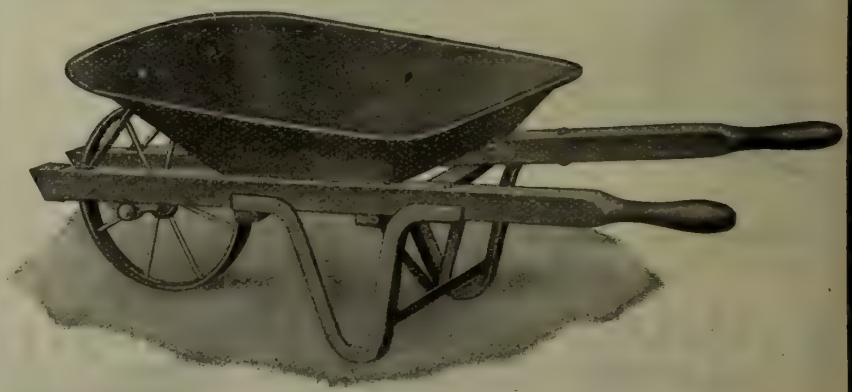
More "FAVORITE" CHURNS are sold in Canada than any other. You can build up a steady trade on them and make good money.

Write for booklets and prices to dealers.

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All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.



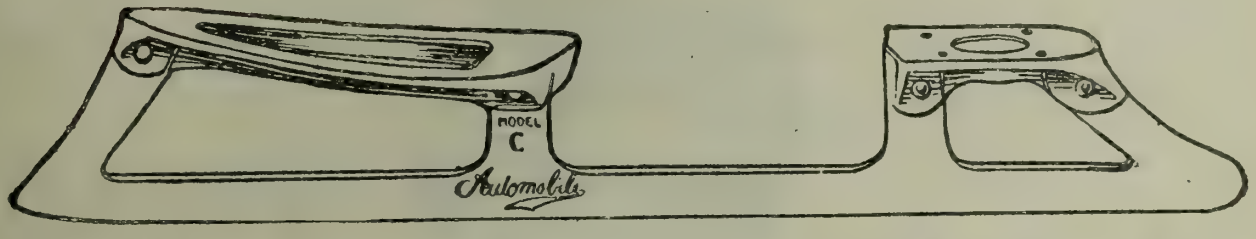
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LONDON, CAN.

¶ Smoke Up—

¶ Mr. Dealer, you are the man who keeps the Smoke pouring out of our chimneys. We want more Smoke. Smoke means hustle and energy, it means roaring fires, clanking machinery, throbbing hammers—it means Work—it means Increased Sales.

¶ If you are in business for profit, clinch the sale with a product that sells itself.



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CANADA CYCLE & MOTOR CO., Limited

TORONTO JUNCTION, CANADA

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The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets Roofing Caps.

ACME CAN WORKS

Ontario St., E., MONTREAL



If you have a sign over your door, you are an advertiser. The sign is intended to advertise your goods to passers-by.

An advertisement in Hardware and Metal is just so many thousands of signs spread over the Dominion of Canada.

If you want to secure a clerk or a tinsmith, if you want to buy or sell a business, if you have a counter or a show case for sale, or if you want to buy a set of tinsmith's tools or a second-hand typewriter—in fact, if you have any proposition which you want placed before hardwaremen, stove and tinware dealers in Canada, state your wants briefly on our "want ad." page and your message will be put on a sign board which will be seen and read by practically every dealer and manufacturer in the hardware, stove and tinware lines in Canada.

SWASTIKA

LONG  LIFE

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *Write for Price*

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

To

EVERY MAN

who uses

Fire Bricks

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

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United Paving Bricks
Best in the World

Enamelled Bricks
All Colors

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Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

have been the Standard for over half a century

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking, 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
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The Burr Mfg. Co., Cleveland, Ohio

You Interest Women Immediately

you begin to show them a cleaner, healthier and more economical refrigerator than they have ever seen before. You can easily demonstrate that



Opalite Refrigerators

Repay Their Cost

over and over again by effecting great economy in ice, food and labor. Easy to clean—just rub the milk-white walls with a damp cloth. No odors ever cling to an Opalite Refrigerator.

Catalogue on Request.

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RODGERS'
Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

ICE CREAM FREEZERS



Twice as quick as any other machine with half the ice.

NO DIRT
NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. MACE & CO.
746 Notre Dame St. West - - - MONTREAL



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine legs, hardwood steps, malleable iron clamp so that top step cannot come off. No strings or braces required. Also

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS

OTTERVILLE MANUFACTURING COMPANY, LIMITED,
OTTERVILLE, - - - - - ONT.

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER
MONTREAL TORONTO



"Diamond" Brand Fittings

are always satisfactory.

There is absolutely no variation in the quality of "Diamond Brand"—every fitting is perfect in material, in threading and in finish—which accounts for their popularity among steamfitters—and their profitableness to YOU.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

FENCING

2" mesh No. 16 wire, selvage top and bottom. All widths in stock from 12" to 96". This is suitable for Lawn Fencing, Baseball, Tennis and Football stops or anywhere a cheap, light fencing stronger than Standard Poultry Netting is required.

All widths of Standard Poultry Netting in stock.

PROMPT SHIPMENTS

THE B. Greening Wire Co. LIMITED

Hamilton, Ont. Montreal, Que.

THE MOST LIGHT FOR THE LEAST MONEY

C.G.E. Incandescent Lamps

Long Life Efficiency Reliability

Write for prices and quantity discounts.

Canadian General Electric Company Limited
Head Office: Toronto, Ont.

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INCANDESCENT



LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

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ST. ARNAUD FRERES

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Montreal, P.Q.

A Lawn Mower's Appearance

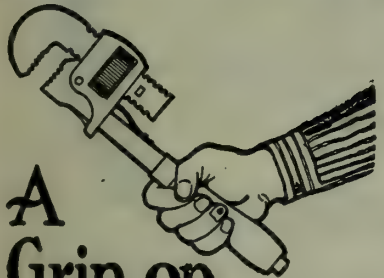
has a whole lot to do with its sale. And a handsome appearance is only one of the many selling points of

BROCKVILLE LAWN MOWERS

Their handsome appearance is worthy of their mowing efficiency. They run easily, and cut cleanly, and are the most durable lawn mowers on the market, never failing to give **YOUR** customers entire satisfaction. Why not place a trial order with us. Our deliveries are noted for promptitude.

The James Smart Mfg. Co., Limited

BROCKVILLE ONT. and WINNIPEG MAN.



A Grip on Your Good-Will

If you will read through one copy of Plumber and Steamfitter of Canada, you will decide that you could not afford to be without it, if the subscription price were $5.00 per year instead of 50c. per year, which is the rate to Hardware and Metal subscribers.

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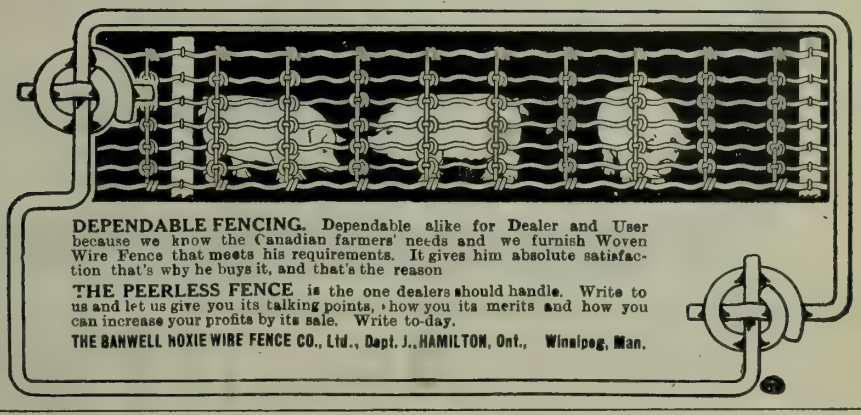
Our editors and correspondents are on the look out for every job that is worth describing and illustrating. We show our readers the best work that is being done by Plumbers and Steamfitters in the various provinces of the Dominion; tell them of the difficulties that have been encountered, and explain how they have been overcome.

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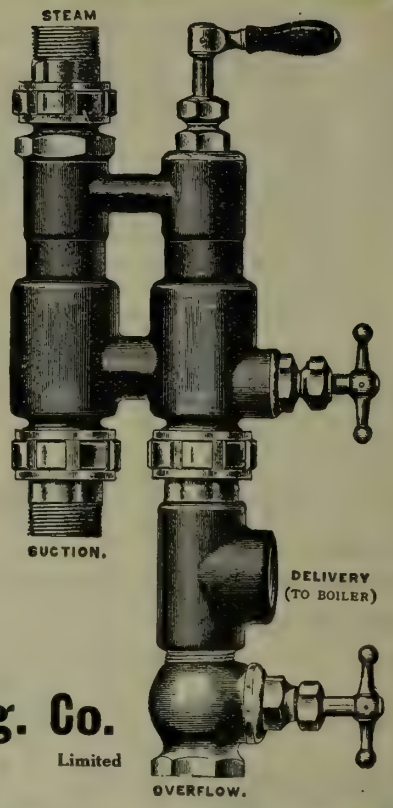
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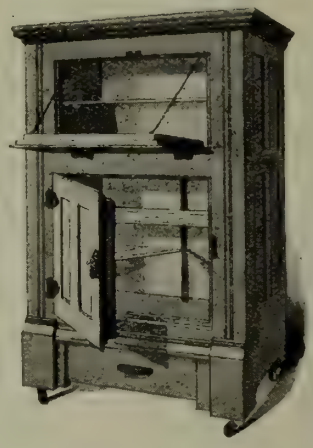
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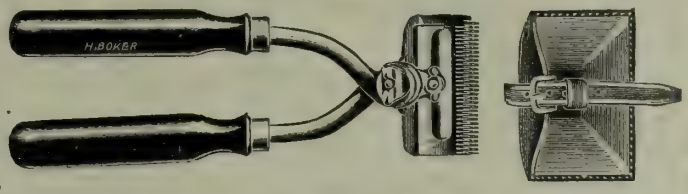
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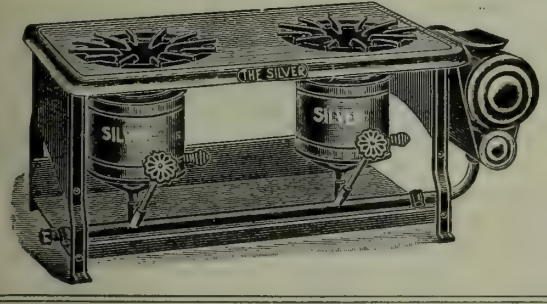
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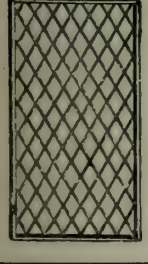


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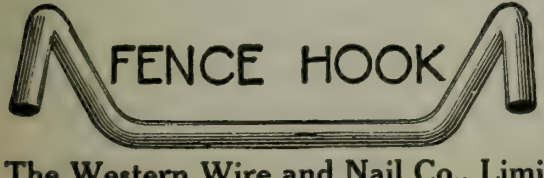
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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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CANADIAN INDUSTRIAL BLUE BOOK
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Manufacturers of the celebrated
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Prices on application. Prompt shipment.

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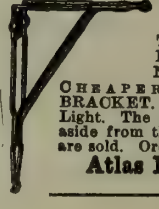
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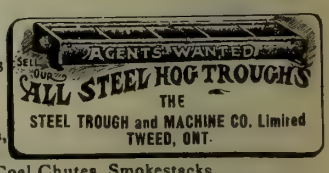
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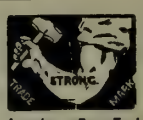
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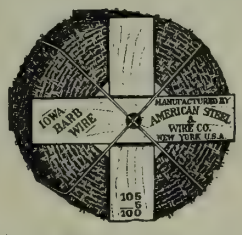
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General and special Wire Hardware
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Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

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When you get our goods you know you get THE BEST.



We manufacture Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, Etc.

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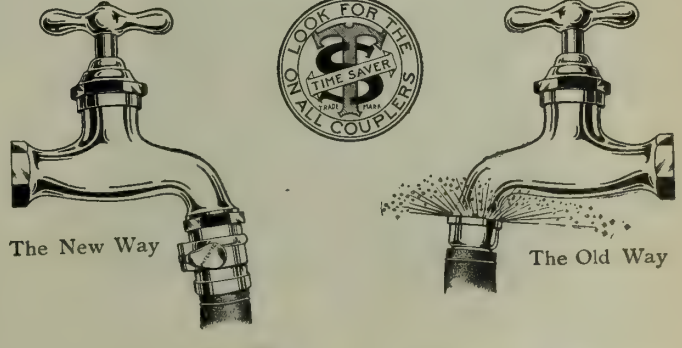
Represented by **H. F. McINTOSH & CO.**

51 Yonge Street, Toronto, Ont.

Write for Catalogue.

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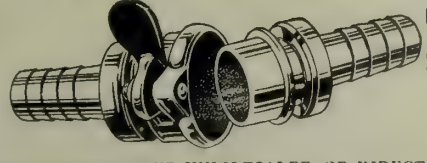
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The New Way

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Quickly Adjusted.



MADE IN ALL Standard Sizes

MAY BE HAD FROM YOUR WHOLESALER OR DIRECT FROM

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Price List on Application.

A Good Proposition for Any Dealer

Don't Scatter Your Shot

A dollar saved is a dollar earned. If we can show you a saving in your stock of from $100 00 to $5,000.00 it is like giving you that much more money to invest—without interest—as you convert your stock into cash.

How many lines of Ammunition do you carry? A little of this, a little of that, and of course, to meet the demand, probably a full range of Dominion Ammunition, which supplies a load for every modern firearm—Rifle, Pistol or Shot Gun—and gives your customers a warranted and superior article.

Have you ever figured up the amount tied up in other kinds? Those you keep on hand for a chance buyer? Have you figured that, turned into cash, this amount would allow you more purchasing power in other and perhaps more profitable lines?



Our sales-manager will gladly go into this matter with any retailer or jobber, and show how it can be done.

Dominion Cartridge Co., Limited

Montreal

SEAMLESS STEEL DRIP PANS



No.	6	7	8	9
Size	9 x 13½ x 2 in.	9¾ x 15 x 2½ in.	11 x 16 x 2½ in.	12 x 16¾ x 2½ in.
Per Doz.	2.40	2.95	3.30	3.60
Case Lots	3 Doz.	3 Doz.	3 Doz.	3 Doz.

SAD IRON HEATER

Flat Bottomed and has side handles



Used on Gas, Oil or Wood Stoves or Coal Ranges

No.	44
Inches	10 x 2
Per Dozen,	4.30

KEMP MANUFACTURING CO.

CORNER GERRARD AND RIVER STREETS, - TORONTO, CANADA

THE KEMP MFG. AND METAL CO., Limited
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding Association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

DOES UNDERHAND COMPETITION PAY.

Competitors in business generally misunderstand each other, and nearly always each is ready to attribute unholy methods to the other fellow without thoughtful consideration or investigation of any kind. It is wiser for the merchant to work in harmony with his competitors, agreeing to sell certain goods at a common price, or persevere in the old practice of underselling competitors and thus seek to win trade by the power of lower prices? Thoughtful people must know that a merchant cannot sell goods at cost, except such merchandise as shop-worn articles, passed styles and finishes, and goods purchased under abnormal conditions from overloaded factories and the like.

A checker player frequently gives away one man to an opponent in order to win two or three by the new position he has gained. And everybody must understand that merchants frequently sell staple articles at cost in order to sell many other articles at a profit, One buying an article of which he knows the value recognizes a bargain when he sees it. But the average customer doesn't know values and must depend on the storekeeper to give him what he wants.

Storekeepers are closer to the people than any other class of men, and they run their stores to meet the requirements of their customers—in other words, they are what their customers force them to be. It may be said that law "caveat emptor"—the buyer takes the risk—still obtains, and people should know good goods from poor ones. It may be that people should know values, but it is certain that people do not. We read of great bankers and railroad owners paying fortunes for imitations of ancient art, and the best of men do not know values outside of their own particular fields of endeavor.

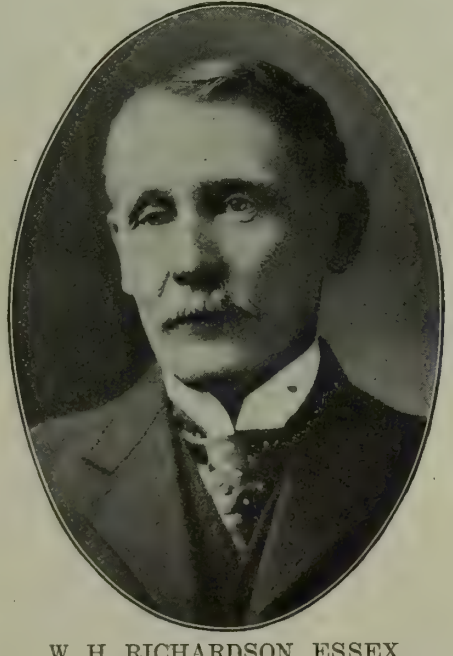
Honest, fair competition really is not competition at all—but legitimate business. The great trouble is that we have come to misunderstand the word competition and confuse it with throat-cutting. Competition has become throat-cutting and that is not the life but death of trade.

Price agreements—if not carried to criminal ends, are fair and just to all. It is claimed that one of the chiefest reasons for commercial failure throughout the country, is the lack of merchandising ability. Merchants may buy right but it is another thing to sell right. Many merchants figure their percentages too low to enable them to cover all the expenses of their business, they allow nothing for their own labor, nor do they count on taxes, depreciation, wear and tear on building and fixtures, heating, stationery and scores of little things that in the aggregate make a fair burden of expense that is not considered in price-making.

Another thing that the merchant frequently neglects is the matter of getting profit sufficient to cover the losses on left-overs or shop-worn goods. It would be well to avoid this loss and there is only one way in the world to do it. Moreover, in this day, it is easy to abide by the rule. Buy frequently and in small quantities. In this way fresh goods, new and attractive goods are always on display and they will certainly increase your business. Moreover, they will help you to get your profit.

TWENTY-SEVEN YEARS' RECORD.

The percentage of hardware merchants who have a record of upwards of a quarter of a century in business in one town is not very large, although hardwaremen are by nature a conservative and stable set of men. Death and misfortune, however, account for many changes. The dealer who succeeds and builds up a business with a record of two or three decades must have used intelligent business methods and deserved a reputation for worth and integrity in his community.



W. H. RICHARDSON, ESSEX.

One of the New Members of the Executive Committee of the Ontario Retail Hardware Association.

W. H. Richardson, Essex, Ont., started in 1881 to build a business for himself, and the result of 27 years' work is a large hardware, stove, furniture and farm implement trade, which stands high in the esteem of those who know the trade in western Ontario.

At the recent convention of the Ontario Retail Hardware and Stove Dealers' Association Mr. Richardson was honored with election to the executive committee by the delegates, aad those who have not met him can, by a study of the kindly but firm features shown in the accompanying picture, realize that in Mr. Richardson the retail organization has gained a valuable executive officer.

NEWSPAPERS ON HOME BUYING.

The fact that much can be done to educate the people on the folly of sending their money to the city catalogue houses is being recognized by some of the more progressive of the newspaper proprietors in many of the smaller towns in the country. The editor of the Burk's Falls Arrow is one of these, and in a recent issue some pointed arguments against the practice of too many persons to send their money out of town when as good or better value could be obtained at home. Such a course will, no doubt, be appreciated by the local merchants, and readers should clip the eight arguments published below from the Arrow and take them to their local editors, who cannot refuse to publish them.

As soon as local papers realize more deeply that their best friends are the local merchants, they will publish more of this sort of matter. Apart from its being in their own interest to do this, it is also very much in the interest of the public. The public must be taught that it is really cheaper to buy at home. When they grasp this fact, they will start in to build up their own business community in a way that will presently astonish them. These are the eight reasons given by the Arrow, why the local merchants should be patronized:

1. It takes money out of circulation where it is most needed.

2. It injures local business industries and that injures you, no matter what your occupation may be.

3. It helps to build up other places at your expense.

4. The mail order houses do not help you to pay taxes or furnish you with a market for your produce.

5. If you are sick or out of work the mail order houses will not accept promises to pay until conditions change. "No cash, no goods" is their motto.

6. It is always sound business policy to spend your money where you make it.

7. It is pretty small potatoes to send your spare cash to the mail order houses and run up long-winded accounts with local dealers.

8. It does not pay, because you can do as well or better at home.

TERROR TO EVIL-DOERS.

"Don't put my account in the lawyer's hands. I'll be in ——— in a few days and pay ——— account," wrote a Hamilton lady to the association secretary a few days ago.

"If we land Miss ——— money we will consider ourselves very fortunate. The collection department, evidently, is a terror to evil-doers," writes the firm which is following up the lady delinquent.

Any member of the association can use the collection department service at an expenditure of only one dollar.

Help Yourself by Helping the Farmer

A Suggestion for Building Up Canadian Retail Business—Greater Opportunities for Development in Agriculture Than in Any Other Industry—Prosperity of Farmers Means Directly More Business for the Retailers.

With a firm belief in the stability of the position in which Canada stands today as regards business, and with an encouraging outlook for Canadian trade and commerce generally, we believe the present year, 1908, will be one of the most prosperous and most successful in the history of the Dominion. There is one fact, however, on which this result is directly dependent. From the very nature of our country the material progress and prosperity of the greater part of Canada is admittedly dependent on the prosperity of the industry of agriculture. If Canadian farmers are well situated financially, all other business interests will necessarily be active and healthy.

With this fact in view it is very evident then that any movement or circumstance which conduces to the prosperity of the farmer, who is the basic wealth producer, must prove beneficial to all branches of commercial activity. This is a fact, which while we have heretofore admitted its truth in theory, has not influenced the great majority in their attitude toward the farmer and the farming industry. As a consequence, efforts to place it upon a better basis have not met with the general encouragement which would have been accorded it, were its importance, from a national standpoint, appreciated.

The farmer is the best customer the Canadian retailer has. He not only buys more goods, but on the whole, he buys a better class of goods and he pays his bills. In spite of this fact he has been neglected.

The Retailer's Opportunity.

Here is where the question touches the retailer. He should see that to encourage the farmer is to promote his own interests. If agriculture can be made a more profitable business, and the farmer becomes more prosperous, he will naturally spend more money for the goods the merchant has to sell.

The opportunities for development are greater—many times—in the farming industry, than in any other. Many who read this will not believe the statement. Indeed, many farmers—unfortunately the majority of them, either do not believe it or they do not realize it. It is a fact, nevertheless, and must be recognized.

Possibilities of Production.

Canadian farms are not beginning to bring out the wealth they are capable of producing. The last year for which statistics are available, the average yield of wheat per acre in Ontario was 24 bushels and a fraction. No one will say that this yield represents the best possible average results, but the majority of persons will be amazed to learn just what the possibilities in this one instance are. If the condition were ideal, if the seed were perfect—no weak, or worse still, dead grains—if the soil were properly cultivated and the grain properly covered after sowing; if the land were clear of weeds and if reasonably favorable weather conditions prevailed, instead of producing 24 bushels per acre the yield might be 250 bushels. That is, the number of grains of wheat in the bushel and a half necessary to sow an acre of land are capable of producing 250 bushels.

These are under ideal conditions, it is true, and possibly they will never be absolutely reached, and yet their accomplishment is quite within the range of human possibility. Think of the practically limitless opportunities. If Ontario's average grain yield were but increased five times instead of ten, as it might be, imagine the added wealth such an increase would represent.

Some Examples in Figures.

That the Canadian farms are not producing anything like the wealth they might, must be admitted. Here is more direct proof of it: The average yearly yield of milk of the cows of Ontario is not over 3,500 pounds, according to the statement of C. C. James, Deputy Minister of Agriculture. There is a herd of cows at the Guelph Agricultural College and the average yield of four of the best cows in that herd last year was 13,008 pounds, not quite ten times the average yield of the cows of the province. These four cows produced a profit over value of feed of $279.88, or an average of $69.97 as compared with a net average profit for the cows of the province of less than $7.75.

Were the dairy cattle of Ontario equal to the average of the Guelph herd—which is quite possible—instead of producing $17,000,000 worth of cheese last year, the province's cheese production would have been worth more than $160,000,000.

A Local Application.

Let us localize these figures. Oxford county last year produced cheese to the value of $1,200,000. With cows equal to the average of the four at Guelph, the farmers would have had more than $10,000,000 from their sale of cheese alone. Would the retailer of Oxford county have done more business had the farmers received $10,000,000 instead of $1,200,000? The answer is easy.

Of course, results such as are here suggested could not be secured in one year. The improvement in the value of the product of the agricultural industry can only be gradual and of an evolutionary nature.

To Make 1908 Prosperous.

There are some things, however, which may be done to make this year, the year 1908, the most prosperous and the best in the history of Canada, so far as the farming industry is concerned. To the accomplishment of this end the united energies of the farmers, as well as the merchants and business men in all branches, should be directed. Some of these things the farmer must do himself. He must plan for the biggest crops he ever harvested and he must work towards this goal. It is not too early to prepare for the season's crop. In the first place, he must get his seed, and he should exercise the greatest care to see that it is the very best possible. If this is to be the banner year the farmer must also see that the land is given the necessary cultivation in order that it may provide the most perfect facility for the multiplication of the seed.

The Problem of Help.

The question of help is one of the most serious problems the farmer has to solve. If, because he cannot secure the help necessary, he is able to work only fifty acres of his hundred-acre farm not only will his income be only half what it might be, but his spending ability will be only half what it would otherwise be.

The solution of the help problem lies, it would seem in this fact. Farmers must erect houses—not necessarily costly dwellings—on their farms and engage married men—men who are now in the cities, and who, if the accommodation were afforded, would gladly take their families to the country. This again works to the advantage of the merchant in the country district, because it not only increases the profit of the farmer, and makes it possible for him to spend more money, but it also practically doubles the population of the farming communities and likewise the number of prospective customers.

Profitable farming cannot be done with fewer men. If the tremendous possibilities of agriculture in Canada are to be reached, the farm population of the area at present under cultivation must be doubled. Farmers, themselves, should be made to realize this, for their own benefit, as well as for the sake of the general prosperity of the Dominion. Steps should be taken at once to build on every farm, where one has not already been built, a dwelling for the help.

Encourage the Farmer.

The practically unlimited possibilities along this line of effort, justify business men—merchants and manufacturers—giving every encouragement to the farmer; driving him, if necessary. Only a few farmers, a sprinkling here and there, have taken a wide enough view to realize what lies before them, and they may have to be convinced in spite of themselves that they are the mightiest factor in Canada's future industrial progress, since agriculture offers much more scope for development than any other industry.

In this proposition The Grocer sees the supreme opportunity for Canadian retailers. No movement yet undertaken promises a fraction of the direct personal benefit to them that this movement for the development of agriculture does. Every factor which results in the improvement of the financial position of the farmer benefits the retailer as soon as it does him, because his increased income is useless to him until he has spent it with a merchant in the procuring of some necessity or luxury.

This is an opportunity; in the first place, to inspire and encourage the farmers to make this year the most prosperous in their history, and to in-

augurate the campaign for the speedy adoption of the newer and modern farming ; the farming which will increase five or ten-fold, the earnings of the Canadian farms.

How the Work May Be Done.

It is worth retailers becoming enthusiastic over. Here are some of the things they might do : By personal contact with farmers get them to attempt what has been suggested in this article; enlist the support of the local press in bringing to the farmers a conception of their opportunities ; call a meeting of local business men and discuss the question and endeavor to secure concerted action ; then get a meeting of farmers themselves and talk it over with them. They do not know themselves yet, what a future they have in store ; get some speaker to go and tell the farmers and your fellow-merchants what the enormous possibilities are. If there is no local man who has the enthusiasm or who is in possession of the knowledge write The Grocer and one will be sent.

No other commercial problem looms so large in Canada to-day. It is a matter, which, if taken in hand and carried forward, will give retail business a magnificent impetus. Will the readers of the Grocer grasp the opportunity ?

* * *

The Ontario Agricultural College, Guelph, recently issued some information for visitors which, in connection with the preceding article, will be found particularly interesting. The matter describes the work being done at that institution along the lines suggested in this article and will be found below.

What The Agricultural College Does For Farmers

The Ontario Agricultural College was established in May, 1874. The first winter term opened January 1st, 1875, with 28 pupils in attendance, "all that could be crowded in." In January, 1908, the thirty-fourth winter term was begun with 837 students in attendance.

The following is an outline of the work done in the several departments :

Field Husbandry.

Improve by systematic selection and by cross fertilization old varieties of field crops ; originate new ones of greater value and distribute same to farmers throughout the province. Instruct farmers' sons in the different systems of farming ; different kinds of soil ; application of manures ; preparation of land; examination of farm seeds ; methods of cleaning and selecting seed ; study of cereals, roots, fodder crops, grasses, clovers, methods of sowing, harvesting and marketing.

Animal Husbandry.

Recent investigations have dealt with the relative value of short keep and long keep steers for feeding purposes ; the relative merits of feeding steers in loose boxes and tied in stalls ; the cost of raising pigs from birth to market ; and a beginning has been made in the cross-breeding of swine. Students are given practice in judging horses, cattle, sheep and swine ; lectures are delivered on breeding and pedigrees, feeding and management, and the history and characteristics of the principal breeds of live stock. As a result of the efficient manner in which this branch of the work has been carried on, the recent honor won at the International Live Stock show in Chicago is sufficient evidence.

Dairy Husbandry.

The herd—16 cows : Average yield of milk per cow. 9,585 lbs.; average amount of butter per cow, 390 lbs.

One cow in 365 days gave 20,778 lbs of milk, or 913 lbs. of butter. The average cow in Ontario gives less than 3,000 lbs. of milk per year. Hence the need for careful selection, proper feeding, and impartial weeding out. The cost of feed per cow varied from $25 to $45. The profit per cow, over cost of feed varied from $5 to $45 on butter, and from $37 to $140 on milk.

The improvement in the quality of butter at hotels and in the homes of the people in towns and cities may be directly traced to the traveling dairies that started from our dairy department and visited all parts of this Province.

Physics.

This department is prepared to send a representative to any farm in the Province of Ontario, to take the levels of the land, locate the drains, and give information generally on the subject of drainage; the only expense assumed by the farmer being the man's travelling expenses at the rate of one cent per mile each way, together with his keep.

To be able to conserve soil moisture is one of the most important problems confronting the farmer to-day. All plant food is available only when in solution, consequently when the land is hard and dry plant food will be scarce and crops must suffer.

Botany.

Treats with the subject of weeds and how to destroy them; the question of fungus growth, and when and how to spray to exterminate it; the importance of growing grasses and clovers; the identification and prevention of smut, rust, mildew, etc.

Entomology.

Comprises a study of the life history and habits of insects, in order that they may be promptly checked. Farmers' boys are taught all about insecticides, and bulletins are written and sent broadcast to the farmers of the Province.

Horticulture.

Instruction is provided in the growing of all kinds of fruit, vegetables and flowers, and experiments are conducted with the small fruits, and with cover crops for the orchard. Through the agency of the experimental union leading varieties of fruits, fruit trees, and flowers have been distributed throughout the Province.

Bacteriology.

Nitrogen is one of the principal needs of a plant. It is worth, commercially, about 20 cents a pound. The air is 80 per cent. nitrogen, and yet plants cannot use it in the form in which it exists in the atmosphere. Certain bacteria, if introduced into the soil, will work on the roots of clover and other leguminous plants, take the nitrogen from the atmosphere, and convert it into plant food. Our bacteriologist propagates in his laboratory, and supplies in small bottles, millions of these nitrogen-forming bacteria, which may be spread upon the seed before it is sown, and thus introduce into the soil these nodule-forming bacteria. A crop of clover will leave in roots alone about fifty pounds of nitrogen per acre. Thus the plant food supplied to the soil by a crop of clover is $10 per acre in one year, and the farmer has the clover crop, tops, and leaves to the good.

Chemistry.

An analysis of water, feed stuffs, and fertilizers, such that will aid the farmer in arriving at a true idea of their value. With wheat and flour too, work is being done to determine the best milling varieties and to ascertain from the differences in composition whether some scientific basis could not be found which would make the blending of the home grown varieties of wheat more profitable.

Forestry.

By furnishing seeds, seedling trees, or cuttings free of charge, this department is endeavoring to assist farmers to improve their woodlots, plant shelter belts, and reforest waste portions of the farm.

Poultry.

Chickens used to sell on the market anywhere from 20 to 30 cents apiece. To-day they bring three times that amount, where they have been properly fed, killed and dressed. We have no trouble in disposing of our poultry here at from 12 to 15 cents a pound dressed, and our students are taught how to breed and feed so as to obtain these results. We have four different styles of poultry houses, to test the effects of heat and cold on the egg-laying proclivities; hence we find that the coldest, and therefore the cheapest house is the best, and that fresh air, not warm air, is essential to good egg production.

Macdonald Institute.

Three things are taught: Domestic Science, Manual Training and Nature Study. In domestic science there were 260 girls in attendance last year, each one being obliged to learn cooking, sewing and laundry work. In a Province where over 90 per cent. of the women do their own housework, what a blessing it would be if they were all properly trained for their daily duties. Manual training makes boys and girls handy in the use of simple tools, and nature study, which is really elementary agriculture, helps teachers to the extent that they may return and give to their pupils an education that will more nearly fit them for the earning of their daily bread.*

*See editorial on this subject, headed "Building for Business."

HARDWARE TRADE GOSSIP

Quebec.

H. L. Holstein, Whitney, Ontario, has been visiting hardware circles in Montreal.

J. Lacombe, Sherbrooke, Que., and Mr. Loveland, of Loveland & Stone, Cutler, Ontario, have been visiting Montreal.

W. D. Hamilton, representative of the Canada Paint Company, Montreal, in Montreal and the Province of Quebec, is now convalescent after a very severe illness.

H. W. Aird, the treasurer of the Canada Paint Company, Montreal, has returned to Montreal after a short visit to New York and Atlantic City.

The Montreal Manufacturers' League wound up the season with three final games at the Arena. Montreal Steel Works defeated their strongest rivals, the Northern Electric, by 1 goal to nil, thus going through the season without a defeat, and winning the championship. The Canadian Rubber Company beat the Montreal Rolling Mills by 1 to 0, while the C.P.R. beat the Montreal Packing Company by 8 to 4.

Ontario.

B. M. Johnston, hardware merchant, Newbury, has sold his business to G. D. Dobbyn.

G. B. Loree, hardware merchant, Bloor street, Toronto, has assigned to Osler Wade.

Arch. McFarlane, manufacturers' agent, Montreal, was a visitor in Toronto this week.

J. W. Jamieson, of the Bowes-Jamieson Co., stove foundries, Hamilton, was in Toronto on Wednesday.

McCulloch, Nichol & Drake, hardware merchants, Grand Valley, Ont., have been succeeded by J. A. McCulloch.

P. A. Galarneau, representative of J. H. Gignac, Limited, Quebec, manufacturers of toboggans, was a caller at the Toronto office of Hardware and Metal this week.

H. B. Dale, formerly of H. S. Howland & Sons, Toronto, has joined the traveling staff of Lewis Bros., Montreal, and will make North Bay his headquarters. When with H. S. Howland & Sons, Mr. Dale covered Northern Ontario.



H. B. DALE, NORTH BAY.

Who will represent Lewis Bros. in Northern Ontario in Future.

Ingram & Davey, St. Thomas, spent last week visiting different stores in Buffalo, Rochester, Syracuse, Utica and New York City, in order to get pointers for their new store which they will erect in St. Thomas. Their architect will also visit several points in Michigan, where there are some good stores. The idea of the firm is to have as complete a store as it is possible to get with a view of being able to handle goods with the best system and despatch.



Winnipeg Paint and Glass Company's New Building.

The hardware stock of Dreany Bros., Cobalt, the inventory value of which is over $7,000, has been advertised for sale by tender by the assignee.

Fire did damage to the stock and premises of the James Smart Manufacturing Company, Brockville, last week. The loss was fully covered by insurance.

PRESENTED WITH A CHAIR.

G. Percy Breckon, assistant manager of the Metallic Roofing Company, Limited, Toronto, has severed his connection with that firm with the intention of going into business on his own account, and on Saturday evening last the male members of office and sales staff waited upon Mr. Breckon at his home, 62 Cowan Avenue, and presented him with a beautiful easy chair of mission design, as a testimonial of their good wishes. Various members of the staff delivered short addresses, in which they spoke of their appreciation for the kindnesses which Mr. Breckon had shown them during their long association with him. All the speakers declared that they would miss his assistance and supervision. The presentation was made by F. R. Richardson.

Mr. Breckon, in reply, spoke of his early experiences on the road, when he was introducing the firm's metal roofing. These were the pioneer days of the business, and the Metallic Roofing Co. manufactured only brick siding and one shingle. Mr. Breckon briefly traced the growth of the firm since that time until the present, when they are in the front rank of Canadian industries. In conclusion, he thanked the staff for the beautiful gift and also for their goodwill, which he appreciated even more than the gift. The evening was passed most pleasantly, and the party broke up in the early morning.

Mr. Breckon is one of the best-known figures in the sheet metal business. He has been very closely identified with the development of sheet metal building goods in Canada, and he has gained an invaluable experience.

WINNIPEG COMPANY'S NEW BUILDING.

Last fall it will be remembered the big warehouse in Winnipeg of the Winnipeg Paint and Glass Co. was totally destroyed by fire. The company at once undertook to build a new warehouse on Gertrude Ave., not far from their sash and door factory, and the accompanying cut shows the completed building. The fire occurred on October 9, and by February 1 the company were making shipments from the new building. This is surely a record of quick work.

The new building is two storeys high with basement (90 x 110) used entirely for a paint warehouse and art glass factory. The basement will be used for oils and varnishes. The first floor is devoted to storage and shipping room purposes, while on the second floor will be found the various lines of shelf goods including the Martin-Senour paints and specialties. On this floor also is the art glass factory, the products of which are a credit to Winnipeg.

With their new warehouse the Winnipeg Paint and Glass Co. are in a better position than ever before to handle their trade in paints and glass.

H. Shotton, plumber, Kamloops, has received the contract for the plumbing work on the new station at that city.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Lathe Work.

J. R. Schiedel, Breslau, Ont., writes: Locate for me a firm owning a Waymouth lathe who can turn out wooden balls about 1⅝ inches in diameter with holes one ⅝ and the other ¾-inch in diameter. The balls are for bamboo paper racks.

Answer.—Sexton & Co., Terauley St., Toronto are in a position to do your work.—Editor.

One Minute Washer.

The Bond Hardware Co., Guelph, write: Will you find out for us, the firm name and address of the company making The One Minute Washer. We believe they are made in Toronto.

Answer.—The White-Erkhardt Washing Machine Co., 121 Logan Ave., Toronto, make the washer you inquire for. —Editor.

Stove Castings.

Ralph Tait, Arnprior, writes: "Inform us where we can obtain castings for Prince of Wales high oven cook stoves, also what firms manufacture bakers' ovens.

Answer.—(1) The Percival Plough & Stove Co., Merrickville, Ont., manufacture this stove and will supply any parts needed. (2) The Fletcher Mfg. Co., Toronto and Robert Gardner & Son, Montreal, manufacture bakers' ovens. —Editor.

Coopers' Tools.

In addition to the names of manufacturers of coopers' supplies given in last week's paper, asked for by C. C. Falconer & Co., Winnipeg, the following firms are named as specialists in coopers' tools: E. & J. White Co., Buffalo; Mack & Co., Rochester, and Fayette R. Plumb, Inc., Philadelphia.

Ruberoid Roofing.

John Fenderson & Co., Sayabec, Que. write, asking Hardware & Metal who are the manufacturers of Ruberoid Roofing in Canada.

Answer—Ruberoid Roofing is manufactured in Canada by the Canadian branch of the Standard Paint Co. at Montreal. Their Canadian offices are in the Board of Trade Building, Montreal. —Editor.

Sand Paper.

"Manufacturer" asks the name of makers of sand paper in Canada.

Answer.—Delancy & Pettit, Jefferson avenue, Toronto.—Editor.

HARDWARE MAN KILLS BEAR.

The accompanying photo is that of J. E. Moseley, hardware merchant, Huntsville and J. Duncan, one of his clerks. Mr .Moseley is one of the best known business men in the northern portion of Ontario and carries on a very extensive business in general hardware as well as carrying a complete line of sporting goods. He is also an ardent sportsman and possesses innumerable trophies of the hunt which have fallen to his unerring aim.

The three bears shown in the photo were shot about 10 miles from Huntsville when on a deer shooting trip last fall and though having met with this remarkable success it is quite needless to say that the party also got their regular complement of deer.

Mr. Moseley's reputation as a fisherman is widely known and any person meeting him can well depend upon hearing some of the most exciting and scaly "fish stores."



Huntsville Hardwaremen Good Hunters

A SUBSTITUTE FOR CONCRETE.

A composition resembling concrete, now being considerably used in France, and known as lime beton, is described as being more generally used than concrete. It is a cheaper composition than cement beton, or concrete, easier to work, and if the initial load be not too great it is for nearly every purpose just as good. A good lime beton can be obtained by mixing mortar and stones, gravel or cinders, mortar and good-sized stones making the best composition. Probably one-half of the houses in Marseilles have been built of this material, and thousands of older buildings, many hundred years old, are held together by ordinary lime. Walls built of quick-lime beton must be laid up slowly but with hydraulic lime beton they can be erected as fast as masons can work. The solidity of lime beton construction is shown by the sea walls and docks in Marseilles, where masonry of this kind may be seen to which building material can be subjected.

A SIMPLE HINT.

Visiting one of our big provincial cities recently, there was a rather well known gentleman, who was, however, a "foreigner in those parts." He was in want of a pen, ink and paper, and he was observed to travel along one of the principal business thoroughfares on his quest. Somewhat strangely, as it was thought at the time, he passed the first two stationers' shops without entering, but on reaching the third went in and made his purchases. Thinking perhaps there was some element of superstition in this performance, a friend asked him why he had passed the first two shops, which were more convenient for him to enter. His answer was that when buying any article in a strange town, he always looked at the windows, and if he found them unclean or untidy he kept walking until he came to a more attractive and better kept establishment. He considered the chances of securing clean goods rather poor in an establishment, the proprietor of which did not care for his windows. This little incident gives a simple and obvious hint to those who neglect their windows, which they should not consider themselves above taking.

Most men live a life of going to do and die with nothing done.

No salesman can conscientiously believe that he is through with a customer until his order is secured.

HARDWARE AND METAL

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BUILDING UP BUSINESS.

The farmer, as a class, is the most generous spender in all Canada—the best customer of the manufacturer and merchant. The more money he makes the more he spends with the retailer. He is not making anything like what he should for the land he occupies and the labor he expends.

It was pointed out in these columns recently that in three items alone, beef, bacon and cheese, the revenue of the Ontario farmer alone increased $35,000,000 a year through the adoption of improved methods. This means $200 a year to each farmer in the province. Suppose each merchant has 100 farmers as customers, this means $20,000 a year increase in the money these people might spend with him. This is something worth while. It could be made double that easily by further improvements in farming methods and every merchant and manufacturer can help by encouraging the work of the agricultural colleges and departments of the Dominion and their own province, but particularly by encouraging the farmer to go in for methods that will make more money. Get him to attend the institutes and shows, read good papers, visit the colleges and experimental farms and send his sons and daughters to study there.

The college at Guelph recently issued some information for visitors about the work they are doing there, which our readers can gossip about with their farmer customers. In any province where they are not doing as well as in Guelph business men should draw the attention of their legislators to it. The article appears elsewhere under the head "What the Agricultural College Does for the Farmer."

THE METAL SITUATION.

March has not opened out very auspiciously for the metal markets. Merchants are still awaiting the demand that should, according to the law of average, be in evidence, but is not. Manufacturers do not appear to want any metal—except tin users in the States, and they are paying pretty heavily just at present for neglecting to cover themselves properly. The possibility that what has happened in tin will most likely be repeated in the other metals, and more seriously, too, as in the present case there has been merely a spot scarcity and not a complete shortage, does not seem to have warned consumers of the danger of buying from hand to mouth.

Inquiries from large purchasers are still conspicious by their absence, although the smaller consumer is showing up in better strength. But it is not the user of an occasional carload but the user of many, who influences most quickly the tone of the market. Besides, if the large corporations came into line and bought, the smaller consumers generally would have to follow suit. But unfortunate there is a complete suspension of large buying. The paralysis of the demand is extraordinary, and shows that the markets generally were hit harder by the recent slump than was at one time imagined.

Stocks are not large, unless reports greatly err. Although we do not anticipate that the spot scarcity in tin will be repeated in New York, unless an abnormal demand arises, as fair shipments are on the water, the effect of the recent shortage will be felt on stocks probably all the year. The Dutch Government are also offering less metal for the remainder of the year, so that the tin supply must be on the light side, presuming, of course, that there is but an average demand. Copper stocks cannot be over-abundant unless the heavy exports from New York in December, January and around the openings days of February, were simply consigned to European warehouses for speculative purposes. In spelter, production has been curtailed from the commencement of the year, while in lead the reluctance which has been shown by many holders to accept orders for future delivery shows that the supplies of the metal have not been considered particularly heavy.

Why, then, in view of this, and of the fact that the present output could not cope with more than an average demand, if it could do as much, is the hesitancy in buying maintained? Consumers must come into the market some time or other, and the longer the delay, the worse the position will become. All the metals are cheap at present, but they will not be so when the demand breaks in. Holding back with the hope of securing better prices in the face of low prices and decreasing stocks is a dangerous game to play. When the market does turn there will be no half measures to the advance, and the consumer who covers himself now will be wise. But nobody seems inclined to make the first move. Users are waiting for a leader to start the buying, forgetting that it is the leader who will command the best prices at the expense of the others. There will be some startling developments in the market ere long, but in the meantime merchants, like Micawber, are waiting for something to turn up.

QUALITY VERSUS PRICE.

The really good retailers, the kind who are making money and are building up most satisfactory businesses are coming more and more to emphasize quality in their goods rather than price. It is not a question of how cheap, but how good.

And isn't it the high grade goods that make the biggest profits? There is a certain class of customers, of course, and there always will be, who look for the cheapest goods of everything and who are not satisfied unless they think they are getting a bargain. Some dealers cater to these and buy a lot of third grade stock to sell at low prices. This may be all right in a few lines but are they not, in most cases, making a mistake? The quality of the goods rather than the price, should be emphasized, and in nearly every case those customers just mentioned would, if they could only be brought to think so, get better satisfaction from the better class of goods. It will pay to try to educate them to the higher standard.

THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

Inspection returns for the first six months of the crop of 1907-8 make interesting reading in the light of the prices that have been paid and the scare articles in American papers as to the western farmers starving because all the grain was frosted. During the period mentioned there have been inspected out of the crop of 1907, 39,804,000 bushels, and of this amount 19,301,730 bushels were of contract grade. During the same period last year there was inspected out of the crop of 1906, 37,659,510 bushels and of this 18,937,930 bushels were up to grade. The difference of course lies in the fact that while in 1906 the bulk of the contract wheat was No. 1 northern and no hard, the bulk of the 1907 contract was No. 2 and 3 northern. However, the much higher prices obtained this season, even allowing for the slump at the time of the bank stringency, have made the wheat sold much more valuable to the farmers than that of the previous year. Not only is this the case, but the low grade wheats, such as Nos. 5 and 6, have sold for very high prices from time to time, making the average of the whole season a very good one.

* * *

One feature of the report which cannot fail to cause regret is the fact that so large a portion of oats have graded rejected, in all 3,328 cars, as against 148 last year. This has been occasioned by the frosting of the oats, and though many of these samples have been extremely fine in appearance and of exceptional weight, as they cannot be used for either milling or seed, they had to be classed as rejected. This has made the task of securing seed oats an exceedingly difficult one and indeed it is expected that the acreage sown to oats this season will be considerably curtailed on this account. However, though the oats have not brought as high a figure as unfrosted oats would have done the price has been good, as the scarcity of feed in Ontario has made the demand good, and prices have ruled high accordingly. Taking into consideration that 1907 was most distinctly an off year, the returns of the past six months are very gratifying, not only as to quantity but also as to quality. It must be borne in mind, however, that while last year at this time interior elevators were full to repletion, owing to the car shortage, and farmers had still enormous quantities in first hands, this season cars have been abundant, the winter has been ideal for crop movement, and there is no doubt the bulk of the wheat is out. Interior elevators are carrying comparatively small stocks at present and it is questionable if now there is even four million in farmers' hands to come forward. The government seed purchasing depots have brought out the good wheat and much that has been inspected at Winnipeg in the past three weeks has been forwarded in consignment with a view to its being used for seed and if not suitable, to be sold.

* * *

This brings us to the condition of the wheat market, which has been one of great strength for the past few days. The demand from millers for contract wheat has been steady and persistent, while offerings have been very light and in consequence a good many purchases have been made at 1 to 1¼ premium for one and two northern. Demand for low grade wheats is very active, export trade has shown considerable revival, and during Friday a bid of 1¼ premium for No. 4 failed to bring out a single bushel to the man who was trying to fill a 20,000 bushel order.

"Some day soon we will see fireworks on this market," is the verdict of some of the most conservative men in the trade and that is also the opinion of your correspondent. No one knows just how small is the amount in farmers' hands, but everyone is pretty well assured that it is small and this means that any sudden increase in demand will send prices skyward. It may not come until navigation opens, but it will come without doubt and then those who have been consistent bulls all winter will have the extreme satisfaction of saying "I told you so."

* * *

One of the events of the week that is of supreme importance to the west, in that it so materially affects building, is the application for charter of the "Union Lumber Company," with a capital of $10,000,000 and controlling 3,000,000,000 feet of standing timber. This company consolidates no less than seven of the leading lumbering plants of the Canadian west, including the "Red Deer Lumber Company," Barrows, Sask., with a new and up-to-date mill, second to none in Canada; the Elk Lumber Company, with splendid mills at Fernie, B.C., built of concrete; the Sunset Timber and Lumber Company, the Yale-Columbia Lumber Co., and other smaller concerns, with mills at Nelson, Cascade, Revelstoke and Westley, B.C. Other large mills will be erected this spring. The new company are also interested in coal lands. The object of combination is to reduce cost of production and the new company claim they will be able to handle the entire output for one-third the cost of the separate plants. This will be good news to the west. One of the raciest things said at the recent agricultural meetings was a remark of A. P. Stevenson of Nelson, Man. Someone asked him what he thought of the cost of lumber and he replied: "I bought 1,000 feet the other day and it is piled in my yard. Every time I pass it I feel like taking off my hat as only paying due deference to so small a thing which cost so much money."

* * *

The real estate situation continues to show improvement in the number of inquiries, if not in the actual number of sales. All the larger firms report an increase of inquiry from Great Britain especially with regard to sites suitable for factories or for industries already established.

Retail trade is good and one of the noticeable features of the wholesale fur trade is that stocks are better cleaned up than they have been for years, the Pacquets, the Redmonds and that ilk are well sold out. Inquiries among the fur and departmental stores, where furs are sold exclusively for cash, elicited the information that it was only the extreme fag ends which are being carried over. The winter has been the mildest for 30 years, furs were somewhat reduced in price because dealers were afraid of their stocks and it shows that furs this winter have largely been bought as a personal investment, because it was an advantageous season to buy, which does not look like very hard times.

Probably in no city of the worlds are furs worn so extensively by all classes as they are in Winnipeg. It is safe betting that any day in Winnipeg, cold enough to wear furs, one sees an investment of $1,500,000 on the streets in fur garments alone. This is a very conservative allowance. These are minor facts, perhaps, but they have their significance to the man in trade.—H.

THE POOR MAN'S GUN.

A measure has been introduced in the Ontario Legislature to again legalize the automatic gun prohibited by legislation passed a year ago. During the past year there have been no prosecutions of persons using the automatic gun and the only visible result of the legislation has been to stop the sale of the weapon and prevent merchants having stocks to turn their goods into cash.

In view of the movement to repeal last year's legislation it may be well to consider the case in favor of the automatic gun's use. All interested in its sale will undoubtedly use their influence with their local M.P.P.'s to remove the ban on the gun, and others may aid them if they understand the situation better.

The argument used against the gun last year was that its use would be very destructive to game birds, the guns being repeaters and the reloading action being worked by the force of the recoil. Six shots are fired in rapid succession by six pulls of the trigger, and then there is the necessity for a comparatively slow insertion of six more cartridges. Against this it is pointed out that with the old style gun many ducks were wounded to die amongst the weeds while with the repeater the hunter has a better opportunity to kill before the birds become alarmed.

Arrayed against the automatic guns are the shooters who own large preserves, while favoring their use are those who cannot afford expensive weapons and must bag their game in the public shooting grounds. Hardwaremen, as a rule, are disinterested, although it is to their interests to have as many hunters as possible and to have the game protected so that the sale of guns and ammunition can continue indefinitely. The average preserve shooter buys his supplies and expensive guns in the large cities, while the ordinary hunter deals with the merchant in his own locality.

There are strong arguments in favor of complete freedom in the use of guns, regulating the destruction of game by limiting the bag of each hunter to so many birds each season, just as the number of deer is now limited. It is said that one preserve shooter killed 1,500 ducks last year.

The opinions of hardwaremen are solicited on the subject of game destruction. Would it not be better to allow the automatic gun to be used and limit the bag of each hunter?

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 66.)

MONTREAL HARDWARE MARKETS

Montreal, March 13.—Trade has improved this week considerably. Orders for future delivery are not only more numerous, but they are showing a gratifying increase in bulk. Retail merchants are beginning to see that there is no reason why they should hold back any longer from fear as to the future. Money is easier, and the industrial outlook most promising. Trade generally will go ahead with a spurt when the spring opens out and seeding operations are in full swing and the dealer must be ready for the demand. The Northwest is showing a livelier call, largely influenced by the starting of railway construction work. If only taking one branch of Canada's industrial operations—that of railroad construction work—we have proof positive of the great expansions that is about to take place. Immense sums of money are to be spent in the next five years for railway work, and the whole trade of the country will feel the good effects. Money will be circulating freely, the consumptive needs of the country will be augmented by the tons of materials wanted, by the feeding, clothing and housing of the armies of laborers employed, while more land will be opened up for the farmer. And what will happen in the one direction, will happen in other quarters of industrial work. There is no need to doubt the future, and that the dealer is realizing this, can be seen from the improving trade. Undoubtedly business is behind hand, compared with former years, but it will assuredly pick up, and there is no reason why this year should not lead all previous ones.

With the falling off in lumbermen's supplies, other lines have come in, especially sugaring outfits, which are moving well for immediate delivery. Copper rivets have been reduced, the discount being 35 and 12½, while a revised discount list for bolts and nuts has been issued. Shovels are still selling at cut prices. Bookings for clothes' line pulleys, clothes' lines, bed cords, kitchen utensils, are increasing. General orders for immediate delivery are likewise showing more strength, especially in bolts and nuts. Altogether trade is brighter, and the swing of the pendulum is undoubtedly being felt.

Shovels—The cutting in shovels is still being continued, amounting in some cases to as much as 30 per cent. Although some dealers have increased their purchases to take advantage of the lower prices, business, as a whole, has not been stimulated very much. There is little doubt that makers will soon come into line again, and stop the war.

Builders' Hardware and Supplies—Orders from the Northwest are improving, although they are still on the light side. The East is showing up well, and is being stimulated by the brighter prospects in building construction. Architects are generally busy, and landlords seem to have made up their minds to go on with the building schemes that at one time looked if they were likely to fall through. Lock sets, bolts, and butts are showing improvement every day.

Railway Supplies—The various lines are picking up well, and a stronger demand is coming from the Northwest, where railway construction work is starting. Powder has been in stronger request for immediate delivery, while picks, and hammers, are maintaining the strength noted last week. There has been no change in prices.

Lumbermens' Supplies—There is not much doing now in these lines. Driving operations will not be long delayed, and the season therefore, is practically over. A few orders are coming in for skidding tongs and chains for immediate delivery, but the other articles are dead.

Spring Goods—Kitchen and household supplies, wringers, and outside implements, such as lawn mowers and garden tools, clothes pulleys, are showing substantial improvement. The next week or so should see these lines in full swing, as they are generally the first to feel the advent of spring. Prices are unchanged.

Bolts and Nuts—A revised discount sheet has been issued. Carriage bolts, 3-16 and 1-4-inch in diameter are now 70 off, while 7-16 and larger bolts are 60 off. Orders have greatly improved this last week, especially from the Northwest where good construction work is going on.

Copper Rivets—This article has been reduced, the discount now being 35 and 12½. Despite the low price of copper prevailing for some time, this is only the second reduction that has taken place, and shows how makers have maintained prices. Fair trade is being done, and no doubt the cut will stimulate the demand.

Sugaring Supplies—Sugaring operations will soon be taking place, and sap spouts, bits and pails are moving well for immediate delivery. Maple syrup is commanding better prices than it did some years back, and prospects are favorable for a good season. Prices are the same.

Sporting Goods—Guns are moving a little better as well as ammunition, but in other lines there has been no improvement to speak of over last week. A healthier demand is expected in a week or so.

Wire Goods—Fencing wire, including barb, galvanized, oil annealed, is beginning to move freely. Makers have a tonnage equal to, if not greater, than is usual at this time of the year for shipment at the opening of navigation.

Wire Nails—Since the last cutting some weeks ago on wire nails all holders, from the makers downward, appear to be maintaining prices, and as the articles from now onward, will be moving freely, there is little chance of the market being disturbed by further cutting. Stocks in the hands of the makers, generally speaking, are light, and a strong demand at the present time would have a tendency to stiffen prices. We continue to quote $2.30.

Screws—While the makers have practically caught up with the shortage on some sizes, and can look fairly well after the present demand, which so far has been light, the fact remains that the first heavy business will deplete to a considerable extent the stocks in the makers' hands. In the circumstances it will be advisable for users to cover themselves early.

TORONTO HARDWARE MARKETS.

Toronto, March 13.—Fine springlike weather has done much to increase business during the week. Travelers are again able to make good time and dealers are at last recognizing that holding out orders will only amount to loss of business to themselves in the near future. Orders that are now coming in are not only more numerous, but are much more substantial than for some time, and while booking in spring lines should be closed, a considerable quantity of orders are being received, dated for April delivery that should have been booked some weeks ago. Shipping of lawn mowers, harvest tools, garden tools, etc., has received a start this week and though the bulk of the spring shipments will not be despatched until April, early shipping is considered a good sign of future business possibilities.

Reports from the west are brighter than for some time, building possibilities have improved to a large extent, and many investors will build houses who had not considered operations in this line possible some time ago.

The large amount of railway construction proposed for this year and the large amount to be expended on mining propositions has already resulted in easing the money markets, to an appreciable extent and will undoubtedly open up a market for all lines of general merchandise. Winter lines are already unseasonable and no call for repeats has been made for some days. Sugaring outfits are in demand.

Shovels—The war among the shovel manufacturers has resulted in a cut of from 25 to 35 per cent., in addition to the 45 per cent. discount provided for in the last list issued, and the result is that dealers are booking large orders for future, as well as immediate delivery. The war is not expected to last much longer as the manufacturers will soon get together again.

Copper Rivets and Burrs—Though the metal from which these goods are manufactured has been reduced for some time the second reduction in these lines has only just taken place. Burrs sold separately are still quoted at 22½ per cent., but the discounts on rivets, and rivets and burrs has been increased from 35 to 35 and 12½ per cent. off list. The result of this reduction will likely do much to improve business, as dealers who follow market reports have held off for the reduction which has only now overtaken the market.

Bolts and Nuts—Lists on carriage bolts, machine bolts and on all lines, with the exception of the stove bolts, have experienced a revision of prices during the week. Carriage bolts, 3-16 and ¼-in. in diameter are now 70 per cent. off, while 7-16 and larger bolts are 60 off.

Wire Nails—The price of wire nails continues firm and building prospects are beginning to stimulate an increasing demand. We continue to quote 100-lb. kegs at $2.30 f.o.b., Toronto, Hamilton, Collingwood, London.

Builders' Hardware and Supplies—Building prospects have a brighter aspect at present and a good summer business is expected to result.

Screws—This market is quiet and supplies are fairly large. There is a danger of shortage again in common sizes. Quotations are unchanged.

Kitchenware and Spring Goods — All kinds of kitchenware is in demand, and carpet sweepers, dustless brushes, pails, wash tubs, and a general line of household goods are much in demand at present. Prices are steady and unchanged.

Wire Goods—The demand for wire fencing of all styles is strong and firm, and booking is well under way.

Sporting Goods—The between season dullness prevails. There is a fair demand for ammunition, but most lines are quiet at present. The past winter has turned out much better than was expected by dealers, and stocks are comparatively low.

MONTREAL METAL MARKETS.

Montreal, March 13.—The feature of the metal situation this week has been the high prices of tin in London and New York, causing Canadian prices to advance strongly. For some time quotations have been steadily strengthening under the firming influences of the primary markets, and although conditions have warranted higher prices, merchants have been content to stiffen their figures slowly rather than break in with a big advance, with a consequent unsettling effect upon the position of the market generally. Tin has undergone a sensational rise in the English market, owing to the Dutch Government announcing that the sales of Banca tin for the balance of the year would be reduced to about the figures of 1907. This curtailment of the great source of supply, on the top of the fact that stocks are extremely light, and the States an eager buyer for the time being, produced some wild speculation, with the result that the price advanced to £136 10s., an increase of £7 10s. in one day. The market fell away again, but closed £6 5s. higher than the figures of the previous week. The figures ruling in New Yorking owing to the spot scarcity, which is still maintained, and is likely to be for some time longer, naturally felt the effet of this bullish movement in London, and the record price of the year of $30.25 was reached. The market then fell off again somewhat, and the closing price was around the figure of the week before. Not for many years has spot tin been so scarce in the states as at the present moment. Although shipments amounting to 3,197 tons are on their way, it will not be before next month that any real relief will be felt. Tin consumption in February was 2,400 tons, while the arrivals were but 1,917 tons. Stocks, therefore, were drawn upon to the extent of 500 tons, leaving them at 343 tons, which is an exceptionally low state. Considering that the total tonnage on its way is not heavy in the circumstances, it looks as if consumers will have to pay even more heavily in the near future for the metal.

Copper, like lead, is in the annoying and ambiguous position of having prospects, but nothing else. That is to say, while no material strengthening movement seems near at hand, yet the belief is growing that there are better times ahead—although no one is venturesome enough to say when. This may be merely another case of the wish being father to the thought, strengthened by the effect of speculation as to the real reason why the Amalgamated Copper Company have started their idle mines again, when present conditions do not seem to warrant the fact. It is assumed that a shortage in copper is anticipated by producers, and merchants are content for the time, being to let the matter rest at that.

The steel situation is not very promising in the States. The larger railroads are cutting down expenditure, and the orders coming in are not sufficient to keep manufacturers generally at a profitable pressure. In Canada, however, the conditions are happily reversed, the railways are taking, and will for the next five or six years, every rail that can be manufactured, and there is little cause to fear that the steel industry this side of the border will feel any depression. It has been advocated that to take full advantage of this coming developement, the domestic steel industries should amalgamate, and get listed on the London market, which would widen the markets for their securities, and give them ample funds for future expansion. Be that as it may, the prospects for the Canadian steel industry, compared with the States at the present moment, are particularly rosy.

Pig Iron—The English markets are showing splendid strength, Cleveland warrants having advanced to 51s. 10d., which is fully 4s. per ton higher than the lowest point touched in January, and a rise of 1s. 3d. over the last figures we quoted. Cables indicate a generally better feeling all the way round with the probability of a further upward movement. Scotch brands have also, apparently, touched bottom, and are now being held for better prices. The English hematite market, which has, during the past six or eight weeks, been in a very weak condition, is improving, as "mixed numbers" are being placed at figures which show an advance of fully 1s. per ton above last quotations. Generally speaking, the whole situation in England and Scotland, in so far as pig iron is concerned, has assumed a healthier tone with fair quantities moving, especially in the case of export business.

The United States markets are still in an unsatisfactory ondition. Prices, practically speaking, are unchanged, although the heavier shipments going on, are all reported as made at shaded figures.

Locally, the usual mid-winter business in carload lots for prompt delivery is being done. Several of the large consumers, however, are now in the market for their spring and summer supplies. Good orders have been placed, and a number of others are under negotiation. The indications are that a fair business in pig iron can be looked for during the next month. We quote: Middlesboro No. 1, $21.50; ex-store, with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Ingot Tin—Tin has been fluctuating in the Old Country under heavy bulling movements, and finished up much stronger than our last quotations. Starting at £128 10s., a sensational rise was made some days later to £136, due to the announcement that less Banca tin would be offered by the Dutch Government during the remainder of the year. The price fell away again to £133 10s., but closed firm at £134. 15s., making a remarkable advance over our last quotation of £6 15s. The spot scarcity in New York has been maintained and under the influence of the advance in London the price rose to $30.25, but it declined again to $29.75-80, practically the same as the closing figure given in our last issue. With stocks so light, and New York clamoring for spot metal, prices have stiffened here again, and we now quote ingot tin at $34, an advance of $1. Merchants are buying largely to cover themselves, and we anticipate higher prices in the near future.

Copper—Copper has advanced in the Old Country, being now £57.15, an increase of 3 shillings and sixpence. This is probably due to the stronger tone manifested last week in the American markets where the domestic demand, along with the exports, rallied for the time being. It cannot be said, however, that the immediate prospects for copper are very bright. The demand is still far below what it should be, and there is great perplexity as to what has really happened to all the metal that has been shipped across the Atlantic. If merchants really knew, they would be very much relieved. Copper is still selling around 13c in New York and we continue to quote 14½c to 14¾c. At

present, at these figures, the market is on the weak side, and lower figures may set in at any time.

Spelter—Still on the downward track, spelter is quoted at £20 17s. 6d., a decrease of 2s. 6d. The price East St. Louis is slightly lower at $4.70. Better business should be doing in this metal, which is at a price that should tempt buyers. We continue to quote 5½ for foreign, and 5¼ for domestic.

Lead—This metal is dull and weak. The London price is quoted at £13 17s 6d, with nothing doing in the way of buying. Lead was looked upon some time ago as having favorable prospects, these prospects seem a long time developing. We quote imported pig at $4.25.

Old Materials—There is no change from last week. The demand is improving, but is not yet strong enough to increase prices at all. We continue to quote: Heavy copper and wire, 11½c; light copper, 10c; heavy red brass, 11c; heavy lead, 2¾c; wrought iron, $12; No. 1 cast ,$14; No. 2 cast, $10 to $11.

TORONTO METAL MARKETS.

Toronto, March 13.—Week after week goes by with very little difference in the demand for metals, such buying as is done being in very small quantities for present consumption. Prices may fluctuate; they may even decline materially, but buyers continue to hold off, so far as any real movement is concerned. An advancing market always brings down some birds, however, and the big jump on tin a week ago, followed though it was by a re-action, encouraged many local buyers to purchase.

Pig Iron—Some inquiries have been made during the past week and merchants are hoping that these will be followed by the placing of business, as they feel that some booking must be done in March. The market has been dead for so long, however, that hopes are none too sanguine. The Deseronto furnace has been closed down again and with Londonderry out of blast and Midland on Bessemer, the Hamilton furnace is the only Canadian furnace working on foundry iron at present. Importations during the winter via Portland, from Great Britain have been nil, although a year ago large supplies were brought in by this route. We quote for No. 3 English pig, $20.75, and for No. 2 Canadian foundry iron, $22.

Bar Iron and Steel—A good business has been done in shafting, boiler plates and tubes, the volume so far being as large as in 1907. A falling off, however, is looked for this month. Bar iron is seasonably active at $2.20.

Ingot Copper—The announcement of a resumption of activity in Montana has not affected the market appreciably, although some American holders outside the trust have endeavored to unload some of their stock in Europe at shaded prices. Increased competition has caused a slight weakening in New York, but we still quote 14c locally for casting ingots. Local jobbers report an increased number of sales, several carload orders having been placed for April, May and June delivery.

Ingot Tin—The big jump of seven and a half pounds in one day last week was followed immediately by a reaction, prices soon reverting to their former level. A more steady upward movement appears to be now developing, however, and with a general feeling that tin supplies will be reduced this year it seems certain that, while the market will continue to be subject to speculative influences, the next few months will see an advance of several cents. Each buyer must figure out the proper time to buy, but it seems reasonable to figure that now, with tin very little above the minimum mark, is an opportune time for buyers to lay in stores. When active buying commences, as soon it must, prices are certain to climb up several cents with a rush. The producers of tin, both at the Straits and at Dutch Settlements, are emulating producers of iron and steel in the United States by cutting down production to meet the reduced consumption to maintain prices, which naturally further reduces consumption. During the last week of February both the Steel Trust and Lead Trust were prominent in the market, purchasing tin and also selling spot tin and futures. The advance in the London market for tin during the last week is believed to be an attempt to compel these interests to pay higher prices.

Pig Lead—No new developments to report with the market unchanged at from $4 to $4.15 for imported pig.

Spelter—Outside markets continue to weaken, with nothing doing locally. We continue our quotations at 5¼c for foreign and 5c for domestic.

Antimony—Continues dull at 10c.

Old Materials—An improvement is noted, but the change is not sufficient to result in a revision of prices. Offerings by dealers are, therefore, at the shaded figures quoted for some weeks past.

U. S. METAL MARKETS.

New York, March 12.—The "Iron Age" says: The week has been very barren of new business in the iron and steel trade at large, and while this is a disappointment, the increased confidence in a moderate and sustained betterment is maintained. It seems to be a question of patience above all.

Very little is being done in pig iron for any use. The inquiries are small and the buying is timid. What sales are effected, under competitive conditions, go to those who are willing to make concessions. Those furnaces which decline to shade prices are favored with orders only when it is a question of brand. Yet stocks are only accumulating very slowly.

The wire trade is quite busy and goods are being manufactured for stock in anticipation of the opening of the spring trade. The plant of the Morgan Spring Company at Struthers, Ohio, has been purchased by the Youngstown Sheet & Tube Company, which brings that concern into the wire trade. The purchaser will double strand the rod mill at once, which will carry the capacity up to about 8,000 tons per month. The sheet trade is gaining a little, while the tin plate trade is seasonably busy. The leading interest has 67 per cent. of its tin plate capacity at work.

In the tube trade the report is current that an Eastern mill has taken an order for 25 miles of 8-inch line pipe. Specifications are coming in rather slowly in the merchant steel trade, and iron and steel bars are quiet.

In the cast iron pipe trade there is in sight about 50,000 tons, contingent in many cases upon the successful placing of municipal bonds.

UNITED STATES IRON MARKETS.

Cleveland, March 11.—The Iron Trade Review says: Although some reports of shading of prices of plates, sheets and some other products are heard with increasing frequency, the sentiment in favor of maintaining prices of finished materials is still strong, it being clear that concessions made by small concerns have resulted in bringing out very little new business. A heavy tonnage of plates will be needed—probably from 13,000 to 15,000 tons—for the steel pipe line to be built in connection with Long Island water works improvements. A contract involving about 7000 tons of sheet piling will soon be awarded at Buffalo. The temporary excitement due to shading of prices on small lots of billets has subsided. Specifications on iron and steel bar are coming in more steadily.

It is now estimated that about 20,000 tons of iron ore are on docks and in furnace yards, and conservative lake interests are using their influence to prevent starting of the boats until about June 1. It is generally recognized that the lake movement will be small as compared with recent years, and that early activity will probably result in a reduction of freight rates and lowering of wages of all employes on the lakes—a result which both employers and employes are exceedingly anxious to avoid.

The pig iron market continues very quiet, with a tendency toward weakness in some quarters, especially in the south. There is, however, a feeling that early next month foundries will find it necessary to begin placing orders. An inquiry for 10,000 tons of basic from St. Louis has been withdrawn, and another inquiry for 5,000 tons has not yet resulted in orders.

LONDON, ENG., METAL MARKETS.

London, March 10.—Cleveland warrants are quoted at 50s. 10½d., making prices as compared with last week, 3d. lower.

Spot copper opened irregular at £57 15s., futures at £58 5s., and after sales of 100 tons of spot and 800 tons of futures, closed easy at £57 12s. 6d. for spot and £58 2s. 6d. for futures, making price as compared with last week, 17s. 6d. higher on spot and futures.

Spot tin opened firm at £135, futures at £131 15s., and after sales of 250 tons of spot and 600 tons of futures, closed weak at £134 for spot and £131 10s. for futures, making price as compared with last week, £5 10s. higher on spot and £4 higher on futures.

The spelter market closed at £20 17s. 6d., making price as compared with last week, 2s. 6d. lower.

The lead market closed at £13 17s. 6d., making price as compared with last week, 5s. higher.

Quebec and Maritime Provinces

St. John Jobbers Urge Simpler Discounts—Hardwaremen in New Brunswick Elections—Halifax May Install Water Meters-

ST. JOHN.

St. John, N.B., Mar. 11.—Now that the provincial elections are over merchants have settled down to business again. Not for many years has there been such intense interest in political matters as there was in the recent contest. The Government was completely overturned and J. D. Hazen, leader of the opposition forces, will now be called upon to form a new government. In St. John city, Robert Maxwell, contractor and John E. Wilson, dealer in galvanized iron work, stoves, etc., were among the successful candidates. In Westmoreland County, F. W. Sumner, of Moncton, hardware dealer, was defeated, although he led the opposition ticket.

An agitation for a simpler system of lists and discounts from manufacturers is being put forward by jobbers here. The matter was first broached by Emerson & Fisher, who contend that the manufacturers have no right to waste the time of the jobbers by giving them lists with a complicated system of discounts that requires a great deal of time in figuring to arrive at the actual cost of an article. They suggest that the manufacturers should try and get together and agree on some simpler system so that thousands of dollars worth of time annually would not be wasted in this way. Emerson & Fisher believe in having a list and discount system but not the complicated method now used by nearly all the manufacturers. They can see no good reason for a list that demands such a complicated series of discounts as they are frequently called upon to figure.

An example of this kind was shown. The price of the goods was put down at a certain figure less 40 per cent., 10, 10, 10, 10, 5, 5, 2½ and 1 per cent. for cash. This array of discounts in an invoice for a fair-sized order of goods means that a competent clerk must spend some hours perhaps in figuring out the actual cost, when a simpler discount would be equally as good.

Many jobbers and manufacturers from other places have expressed thmselves as favoring a simpler system but the trouble seems to be in getting it started. No doubt many readers of Hardware and Metal have experienced a lot of trouble from this source.

GEORGETOWN, P.E.I.

Georgetown, P.E.I., March 2.—Business on Prince Edward Island this winter has been dull. In the course of a few weeks, however, the spring business should commence in earnest, Even at this early date a movement has commenced to be felt. It is safe to say that never before have the prospects been brighter for a good summer's business. The bountiful crops and good prices have very materially strengthened the finances of our farmers, while the prices offered for lobsters this season exceed the liberal figures paid last year.

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For the first time in the history of this province we are shipping large quantities of seed oats to the Canadian west. The firm of Joseph Reid & Co., Summerside, have one order for 75,000 bushels. The winter boats are taxed to their utmost to keep our exports moving. The price paid all along the line is 50c per bushel.

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The fog signal erected at Panmure Island is now completed and gave its first warning blast on February 20. The contract for the building of this signal was let to B. D. Huntley, of Charlottetown, on November 20, and the whole work was completed on December 28. All the materials had to be handled in dories. F. P. Phillips, of the Halifax agency, installed the machinery, which consisted of two six horse-power gasolene engines, two air compressors, 16x 9 feet, one air tank and one diaphone, with the necessary fittings. Both winter boats have been signalled by the diaphone, and the captains are highly satisfied with their warning notes. This fog signal will be of the greatest benefit to mariners.

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At the annual meeting of the Southern King's Board of Trade W. W. Jenkins, of the firm of W. W. Jenkins, Son & Co., Georgetown, was re-elected president.

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The recent slump in the price of wire nails was a surprise to the trade, and it is probable that large quantities will be bought at the present figure.

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A company has been formed to build a large new skating rink in Georgetown. It is not expected anything will be done towards building it until October, but when completed it will be one of the finest in the Maritime Provinces.

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A Maclean & Co. made quite a run in small wares by removing their show cases and loading the counter, on the south side, with all sorts of small goods. People coming in had a chance to examine them while waiting for parcels to be tied up. As a result, a good business was done in those lines.

HALIFAX.

Halifax, N.S., March 9.—With collections fair and orders for spring goods coming in quite freely, the hardware jobbers are very hopeful for a good season's business. Prices throughout the list are steady, but some changes are expected in the near future, but they will not likely be very great. The travelers are sending in good orders for general lines. Among the articles which are expected to advance is wire fencing. The present quotations are: Twisted, plain and galvanized, $3.25 per 100 lbs.; barb, $2.90 per 100 lbs.; staples, $3 per 100-lb. keg.

Galvanized sheet iron, $4 for 24 gauge; black sheet, $2.50 for 24 gauge; bar iron, $2.20. Wire nails, base, $2.50; cut nails, $2.70 base.

Ingot tin, 32c to 34c; tin plates, I.C. coke, $3.75 to $4; I.C. charcoal, $4 to $4.50; I.X. charcoal, $5.25 to $5.50.

Sheet lead, $6 per 100 lbs., in rolls, and $6.50 in smaller quantities; pig lead, Canadian, $4.25; English, $4.50; zinc, $6.75 for cask lots, and $7.25 for smaller quantities. Raw oil is worth 62c per gallon in barrel lots, and 67c in smaller quantities. Boiled is worth 65c in barrels, and 70c in smaller lots.

Turpentine is 83c per gallon in barrel lots, and 93c for smaller lots.

* * *

The stove dealers report business fairly good for the season of the year, and the plumbers are kept pretty busy. The city of Halifax has just decided to purchase several thousand water meters, at an expenditure of $42,000. It is claimed by the meter advocates that the installation of these meters will do away, to a very large extent, with the great waste of water in this city, and that the pressure for fire purposes will be very greatly increased. There is considerable public feeling against their installation, and at a public meeting held during the week at the north end, the action of the aldermen who supported the resolution ordering the purchase of the meters was strongly condemned.

* * *

The Commercial Hockey League series is rapidly drawing to a close. The team representing the firm of A. M. Bell & Co. met its first defeat last Saturday night, when the plumbers from Farquhar Bros. downed Bell's men in overtime by the score of 5—4. Farquhar Bros.' team has gone through the league thus far without a defeat.

* * *

T. R. Prince, of Truro, is leaving for Newfoundland, where he intends to go into the lumber business on a large tract of land which he owns there. Mr. Prince says that lumbering in Nova Scotia is pretty well worked out, that labor is high, the markets low, and the stumpage expensive, but in Newfoundland there are immense possibilities in the business, and he expects, in a few years to establish a large business there and to give employment to a large number of men.

NO WOOL OVER HER EYES.

Uncle Abe, a grizzled old negro, visited a zoological garden. He stood fascinated before a cage containing a chimpanzee, and could not be induced to move. After a while the animal came to the front of the cage, and Uncle Abe spoke to him.

"Howdy ?" he said, "howdy?"

The chimpanzee not making any response, Uncle Abe chuckled and winked at him knowingly.

"Dat's right, dat de way ter do! Doan you nebber gin ter talk. Ef you does, white man put er hoe in yer han' an' meck yer wuk !"

Told by Ontario Correspondents

Big Steel Plant May Locate at London—Defective Gas Mains Caused Destruction at Brantford—Many New Buildings Planned—Chatham Merchants' Timely Advertising—Barrie Hardwareman Offers Prize on Sale of Enamelware—Hamilton Schools to Be Fitted With Fire Escapes.

GOLD AND SILVER STAMPING.

By Our Special Correspondent.

Ottawa, March 12.—Two sessions ago parliament enacted a bill respecting the sale and marking of manufactures of gold and silver. The object of the measure was to make it compulsory that gold and silver manufactured in Canada should bear certain stamps, trade mark, date, and the quantity. If the manufacture was of gold the number of carats must be marked, the standard carat of course being 24. The bill was asked for by the gold and silver manufacturers of Canada, who sent a strong deputation to Ottawa in support of their views, but at the same time there was considerable opposition to the bill on the part of the retailers. There was a consensus of opinion, except on one point, as to whether such articles should be stamped and sold in Canada of a grade lower than 10 carats, and finally the majority view prevailed that it would be better not to reduce the standard below 10 carats. A protest was entered by Senator Kerr, of Toronto, against the hasty manner in which the bill was being put through the Upper House, but Mr. Scott demurred to this view, holding that the country had ample notice.

It now transpires that the various parties affected by the act, which was to have come into force on Friday of last week, are not satisfied with it, and they have asked for a number of amendments. Chief amongst these is the question as to whether the standard shall be 9 or 10 carats. The whole question is, therefore, to be reopened by parliament, in order that the manufacturers, wholesale dealers and retailers may be heard, and for this reason it has been decided to suspend the operation of the bill for twelve months so that the parties who are likely to be affected by the legislation can get together.

HAMILTON.

Hamilton, March 11.—The Gurney Scale Company last week closed a contract to build one of the biggest hopper scales ever built in Canada. The scale was ordered by Barnett & McQueen, engineers and contractors, of Minneapolis, who have the contract for erecting the new C.P.R. elevator at Fort William. It will have a capacity of 2,000 bushels of grain and will be capable of weighing 120,000 pounds. It is to be delivered in July.

* * *

There has been a slight opening in the retail hardware trade here during the past week. The weather has been inclined to be more of the spring variety and merchants report trade to be showing a slight improvement. The general complaint, however, is that accounts are being paid very slowly.

* * *

The Banewell-Hoxie Wire Fence Company has secured the contract for about 150 miles of fencing for the C.P.R. in the vicinity of Calgary.

* * *

A. E. McKinstry, general manager of the plant of the International Harvester Company, in an interview this week with your correspondent, stated that the outlook for a brisk business this year was very bright. "I am surprised at the large extent of our shipments, in view of the fact that the public is inclined to be pessimistic as to the condition of trade," he said. Mr. McKinstry said his firm had made large shipments to western Canada, Spain, Russia and Australia during the past few months and that at present the plant was preparing for one of the heaviest seasons in its history. With reference to the bearing which the French treaty will have on the firm's business, Mr. McKinstry said that while he was not particularly posted on the fine points of the treaty he expected that it would prove to be all that is expected of it in the way of providing business for the firm. He thinks it will result in a large addition to the plant, as many of the orders now handled by the Chicago works will be filled here.

* * *

The International Harvester Company has a good plan of securing business in awarding yearly prizes to the agents who sell the greatest amount of goods. Last week the prizes were awarded and Andrew Sweazy, of this city, secured the first prize of $75, and James Bowie, of Ville Marie, Quebec, and E. F. Rose, of Coldwater, Ont., were awarded second and third prizes. About $150 was divided in prize money amongst the agents.

* * *

The local board of education is seeking tenders for fire escapes and fire gongs for the schools. None of the schools here are fitted with fire escapes and it is likely that a lot of money will be spent on them this year as the result of the Collinwood school disaster.

* * *

Cyrus Birge, president of the Canada Screw Company, was married on Monday of this week at Brooklyn, N.Y., to Miss Mabel I. Sturt, of that place, and formerly of this city.

* * *

The Bell Thread Company, of Montreal, has decided to remove its plant to this city and will start operations here about April 1.

LONDON.

London, March 10.—Jobbers who are well stocked up with builders' hardware, spades and shovels are naturally by no means pleased with the recent drop in manufacturers' prices for these goods, while those who have been buying sparingly are congratulating themselves on their caution.

* * *

Wholesale and retail trade continues fair and dealers are still optimistic as to the outlook for spring business.

* * *

There is evidence of a decidedly better tone among the manufacturers at present, and with the near advent of spring many firms are increasing their staffs. It is reported that some firms are putting on new men. This is particularly noticeable in the iron trades. The Empire Brass Company is said to be increasing its force, and several other concerns contemplate doing likewise. In a month or so things should be booming again.

* * *

The board of water commissioners has awarded the contract for hardware to James Cowan & Co.; for hydrants and special castings to the London Foundry Co.; for brass to the London Brass Co.; and for rubber boots and valves to the London Engine Supply Co.

* * *

The Grand Trunk car shops have an immense amount of repair work on hand. The recent storms proved hard on rolling stock, and the consequence is the shop will be kept busy for some time.

* * *

The London Concrete Machinery Co. intends building a large addition to the factory on Rideau street, work on which will begin as soon as the snow and ice leave the ground. The new building will be 38x110 feet, two storeys high, and built entirely of cement. When the addition is completed the company will increase its staff by twenty or more men.

* * *

Among the buildings in contemplation this year is a chapel for the Sisters of St. Joseph, at Mount St. Joseph, to cost about $25,000, and for which plans are being prepared, and an addition to St. Joseph's hospital, to cost about $10,000. These and other projected buildings, including the isolation hospital, the hygienic institute, to say nothing of warehouses and private dwellings, are indications that the approaching season will be a busy one in the building trades.

* * *

Goodenough & Rhinn, of Detroit, and other capitalists, have agents in this locality looking for a location for a big steel works, employing over a thousand men. It is said London can get the concern if it goes after it in the right way, and the city will in all probability enter into negotiations with the parties.

BRANTFORD.

Brantford, March 11.—A new company, to be known as the Brantford Iron and Metal Company, has been formed to succeed the Brantford Millstock and Metal Company. The new management is now in charge and will make extensive improvements with a view to carrying on operations on an enlarged scale. The members are S. Malvedar, A. Rosenfeldt and B. Allen. A manager for the company has been secured in the person of J. Allen.

Ex-Ald. Walter R. Turnbull, of Turnbull & Cutcliffe, the well known hardware firm, was defeated in the bye-election for the city council last week. His many friends here greatly regret that he will not be at the municipal board again this year. Last year he was chairman of the fire and light committee and superintended the erection of the new fire station in the East Ward.

* * *

The city council has passed a new by-law regulating plumbing. In the past, whenever the owner of a property desired to put in plumbing, it was necessary to secure a license from the city clerk to proceed with the work. The plans were filed with that official and a license fee of $2 was exacted. Under the new by-law the license fee is abolished and the plans are to be filed with the city engineer, under whose department the work properly comes.

* * *

It is stated that in spite of the industrial depression the Buck Stove Works in this city are employing 500 hands, the largest number in their history. Every effort will be made to continue with the full staff. The trade is said to be good although the stocks are pretty heavy.

* * *

W. G. Hawthorne, who carries on a general hardware and repair business, has moved into handsome new quarters on Dalhousie street. The store is excellently equipped in every detail and a heavy stock is carried.

* * *

A feature of some local and general interest to the plumbing trade is presented here in the condition of gas mains. Of late there have been several serious gas explosions due it is alleged to leakages in the mains of the city gas company. The conditions are likely to be investigated by the authorities, as the explosions have resulted in the greatest damage to property and also to life. Last week the home of Mrs. Joseph Smith, Darling street, was completely wrecked in this manner. There were no gas connections in the house, but it appears gas leaked into the cellar from the sewer or gas main in the street. She went down cellar with a lamp and the explosion followed, blowing out the side of the house and raising the structure off its foundations. Practically all the rooms were wrecked. The woman is at the hospital and is not expected to recover, being very badly burned. The incident is of particular concern to plumbers, as in such cases the cause is often wrongly attributed to defective plumbing. The local trade may move to protect itself in this regard.

CHATHAM.

Chatham, March 10.—The anticipation is that with the coming of spring there will be a considerable awakening of business. "Prospects are bright," said one hardware merchant to The Hardware and Metal representative this afternoon.

* * *

Ald. W. H. Westman, of Westman Bros., returned last week from a five weeks' trip to the Pacific Coast, in the interests of the Chatham Malleable Iron Company. He reports the trip a very successful one. Business is quiet in the West, but the people look for good crops this year, in addition to which immigration is already beginning.

* * *

The building and plant of the Chatham Motor Car Co. were sold by auction last week, the purchaser being G. W. Cornell, dentist, of this city. The price is $11,600.

* * *

Reginald Oldershaw, of this city, has been appointed Western representative of the Canadian Jack Company, manufacturers of a patented device for raising buildings, machinery, etc. He left for the Pacific Coast last week, and will have charge of the entire territory west of Winnipeg.

* * *

Alexander McCallum, formerly of the firm of Drew & McCallum, who recently acquired the entire stock and goodwill of that firm, announces that he intends giving up business. He is conducting a big dissolution sale of the entire stock. It is understood that the other partner of the firm, Mr. Drew, intends locating in the West.

* * *

A notable instance of striking the iron while it is hot in the matter of advertising, was seen here in connection with the recent fire at Collinwood, near Cleveland, in which so many school children lost their lives. The first reports of the disaster reached here on Thursday morning of last week. In the Chatham News of the same evening, on the front page, in close proximity to the detailed accounts of the accident, appeared a large cut of one of the fire escapes recently installed by Robt. Riddell & Sons, of this city, on the Central School. The photo represented the escape crowded with children in the course of fire drill, and underneath were a few pertinent words with reference to fire escapes, which, in such connection, ought to drive home a lesson to School Boards and large employers of labor. This is certainly an example of "timeliness."

Incidentally, the recent regulation of the Education Department requiring fire escapes on all schools of two storeys or over, ought to mean a lot of business for dealers in this line. Two schools in this city are affected.

* * *

Chatham plumbers came in for some compliments at the hands of the city water commissioners last week when the licenses were renewed for the current year. One new license was granted, to Campbell & Callahan, tinsmiths, the licenses renewed being those of Westman Bros., T. W. N. Clements, James Watt & Sons, C. R. Bowers, J. C. Wanless, R. McG. Coyle, J. H. James and John McKay. The list has grown much in the last few years.

An arrangement has been arrived at between the Chatham Manufacturing Company and W. M. Drader, whereby the latter will have the use of the former company's railroad spur in connection with the box factory he proposes establishing in the near future. The new concern will be heartily welcomed here.

* * *

A Board of Trade dinner, the first of its kind in Chatham, was held on Tuesday evening, and proved a signal success. The Board was a little chary about taking it up, but the success of the affair surpassed their fondest expectations. An address was given by George C. Gibbons, K.C., of London, chairman of the International Waterways Commission, on the subject of "International Waterways." President L. A. Cornelius, of the Wolverine Brass Company, also delivered an address.

* * *

February being the shortest month of the year naturally saw less oil produced than usual, the actual production of the Tilbury East field being a trifle over 18,000 barrels, while that of Romney was 1,500 barrels. The latter showing is remarkably good. At the end of the month about 1,500 barrels were tanked in Tilbury East.

* * *

W. J. Harvey, supervisor of crude petroleum bounties for Ontario, gives the following as the production on which bounty was paid during the month: Tilbury and Romney, 25,091 barrels; Lambton, 21,963; Dutton, 1,202; Bothwell, 461; Leamington, 407. Total, 49,124 barrels.

* * *

G. D. Dobbyn, for the past 11 years located in Wheatley, has purchased a hardware business in Newbury, and intends moving to that town in a week or so. Wheatley is losing a good citizen.

* * *

Among Canadian patents recently issued is one to Fred. Bartlett, of this city, for a flexible top for salt cellars. Mr. Bartlett has sold the American rights for a good sum, and also retains a royalty on the output.

BARRIE.

Barrie, March 10.

Business has brightened up lately and sleighing through the country is again possible. Many people from the surrounding districts have been unable to get into town for three or four weeks.

* * *

The Ball Planing Co., whose factory has been closed for a couple of weeks, has again resumed operations with a full staff.

* * *

Builders are more hopeful than they were a few weeks ago, as several plans are being drawn up for private residences to be started as soon as the weather will permit.

H. H. Otton & Son this week have their window filled with enamelware. In the middle of the display is a handsome parlor lamp which will be given to the person holding the lucky number. Each purchaser of a piece of enamelware is given a coupon bearing a number. They, no doubt, will dispose of a great amount of enamelware in this way.

West of the Great Lakes

Vancouver Man Invents Sparker for Gasoline Engine—Good Spring Prospects at Saskatoon.

SASKATOON.

Saskatoon, March 7.—Winter goods, such as skates and hockey outfits, are now giving place to the more seasonable spring articles, and new stock. Horse clippers, both hand and power, have been brought forward. Asked as to whether his spring stock of goods had arrived, one hardwareman replied that it had been on the shelves since last summer. While this may be true of some lines of goods, other lines were completely cleared out, and it is anticipated that a good trade will be done this season.

* * *

Saskatoon has now been assured of a good building season this year. Within the last few days a company of local men has been organized to erect at least twenty dwelling houses. The company is known as the Saskatoon Development Company, Limited, with a capital of a hundred thousand dollars. With the location of railway shops and new station here the accommodation for employes is somewhat scarce and it is to remedy this that the new concern has been formed. The promoters estimate that fifty houses may be required before long, but sufficient capital has been arranged for to erect the first twenty. These, with other buildings in view, and more which may be expected should bring some trade to local hardwaremen.

* * *

This week the Great West Furniture Company, who stock some lines of hardware, showed a fine window of crockery. The display consisted of one hundred toilet sets in various shades, arrayed on the bottom of the window. A card with the price in large, plain figures was placed in the centre with good results. Merchants who stock crockery would do well to try this plan.

VANCOUVER.

Vancouver, March 6.—Those connected with the metal industry will be interested in the remarks of John Hussey, a steel magnate of Pittsburg, who was in Vancouver this week. He owns a large shovel plant which was merged in the big corporation. He looks for the return of good times, and bases his opinion on the revival of activity in the steel-making industry, which he says is always regarded as a barometer of general conditions throughout the country. That a marked improvement in business has taken place since the new year he considers positive in view of the enormous new orders now being given to the steel trust, orders being booked for nearly a year ahead. The demand for structural material shows that corporations and business men have nothing to fear about the future. He is also of the opinion that the iron ore output of the United States will be larger this year than ever before.

* * *

The business development of the North should take a step forward now that the agreement between the Grand Trunk Pacific and the Province of British Columbia has been concluded, and the assurance given that construction will be commenced on or before the 1st June, and carried on continuously until completion. Already there are several stores in the North, in the vicinity of the new terminus, but it is in the country along the route that great activity will be noticed. Mining men have been in there for some years past, and have gone to considerable expense to build roads and in other ways have their propositions ready for the time when the railway would come. Now that it is in prospect, for the first time since the announcement of its proposed construction, there should be things doing. There is abundance of copper and coal particularly, and it has been stated on more than one occasion by men who know that there will be a second Butte in the Bulkley Valley. It therefore behooves machinery men to keep a close tab on that part of the country, for mines will be operated on a large scale and all the concomitant industries will flourish. Settlers will be going in, and the trade should be as considerable as that of any section west of Winnipeg. There is this point against Canada, which comes up constantly in connection with the West, and that is Americans are largely in evidence, and wherever possible patronize their own concerns. Still, there is room for him, but Canadian business has to be looked after.

* * *

F. E. Davison, general manager of the Consolidated Gold Dredging Company, was in the city this week on his way north. He is shipping forty tons of material for the alteration of two dredges belonging to the company at Forty Mile, in the Yukon. He says that the company will build two more dredges next year, with a total cost of about $400,000. This concern has ground in both Canadian and American territory.

* * *

The British Columbia Marine Railway is completing arrangements for installing drydock facilities here on a large scale, in addition to its large plant at Esquimalt. The company has just purchased the goodwill and machine shop of S. Hallander, who has been here for many years and conducted a successful business. The shop will be removed to the company's site on False Creek, and several large tools will be added. A wharf is to be built, and electric motors installed, so that the efficiency will be thorough.

* * *

On the north shore of the inlet, progress is also noted. Some time ago the Wallace Shipyard Company asked the North Vancouver Council to guarantee bonds to the extent of $50,000, to be used in extensions to the plant. Now that the City Solicitor has reported that this can be done, it is probable that this assistance will be given.

* * *

Jack Cowie, of New Westminster, machine designer for the Schaake Machine Works, has designed several engines which bear his name. One of the latest of these is a gasoline engine, now manufactured exclusively by the firm, and which is largely sold. The one drawback in this, in common with almost every other gasoline engine, is the sparker, which is easily damaged, costly to renew and not altogether reliable, even at the best. The higher number of revolutions required in the marine models has not made practicable the use of points of meteor metal, such as is used in stationary and auto engines. By the invention of a new "make and break," automatically operated by the electric current, Mr. Cowie proposes to solve the difficulty. The new sparker is to be tried on a model now under construction. The "make and break" consists of a stationary plate of metal with a movable plate above it attached to a spring. The lower plate becomes magnetized and attracts the upper plate, sending a current through to the points of meteor metal, arranged as fingers, from which sparks ignite the gas. The spring on the upper plate immediately break the current. It is believed that the new attachment will permit a speed of 900 revolutions a minute. The value of the invention lies in the fact that the new sparking apparatus will be reliable, which the jump spark is not. The points will be cheap in comparison with the present sparking plugs, their diminutiveness making it easy to carry a plentiful supply, and being of metal three-sixteenths of an inch in thickness, they are practically indestructible, other than by the action of the spark. The new engine, if successful, will remove many of the trials which beset the operators of gas engines.

Making of Steel Castings

Process of Making Steel Castings as Carried on in Ontario Iron and Steel Plant at Welland—Open-Hearth Furnace Construction and Operation—Motor Driven Rolling Mills—General Description of the New Plant.

During the last five years the steel casting industry has made wonderful progress. Many machine parts and other pieces, which formerly were made of wrought iron, are now steel castings, the cost being reduced thereby. There is now a large demand for steel castings. For this reason a description of the making of steel castings, as carried on in the new plant of the Ontario Iron & Steel Co., Welland, should be of interest.

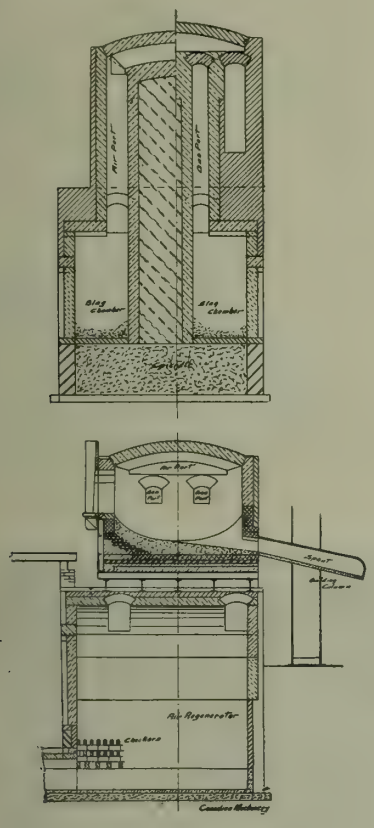


Fig. 4—Sectional View of 28-Ton Furnace.

This company, which numbers among its stockholders many of the stockholders of the Page-Hersey Pipe Co., and practically under the same management, completed their plant in Welland very recently; and, in fact, only part of the plant is yet in operation, the steel casting department. The open hearth steel billet furnace and the rolling mill have but been tested, and are not operating as yet. This plant when operating complete, will turn out all kinds of steel castings, steel billets, rails, bars and angles, and is in a position to do jobbing pattern work.

The main buildings consist of the cast house (150x165 feet), (where steel castings are made), open hearth furnace house (175x75 feet), and the rolling mill (300x100 feet). They are all steel and brick construction, the Berlin Construction Co., Berlin, Conn., being contractors and the Hamilton Bridge Works doing all the fitting.

It may be of interest to explain the significance of "basic" furnace, and to do that we will have to go somewhat into the manufacture of steel castings. There are two distinct processes of open hearth steel making, the "basic" and the "acid," the difference being in the lining of the hearth of the furnace. The "basic" is lined with magnesite, a substance known chemically as a base, which substance will not only resist the high temperatures, but is but very slightly affected by a slag highly charged with lime. The "acid" lining consists of silica sand, known chemically as an acid. In acid practice the process is practically a melting one, whereas in basic practice the melting stock is refined as well as melted by the introduction of a flux, ordinarily limestone, the function of which is to form a slag that will readily absorb the sulphur and phosphorus of the charge, and act as a vehicle for the oxidizable silicon, iron and manganese.

The chief advantage of the basic over the acid process is the flexibility of the former in the selection of melting stock. The acid process being a melting one only, the melting stock must contain the same proportion of the elements as is desired in the finished castings. But it is only in regard to quantities of sulphur and phosphorus that there exists the distinction between acid and basic melting stock. The melting stock for both processes consists of pig iron and scrap. Pig iron for ordinary and practice analysis, as follows.

Total carbon..... 2 to 3.5 per cent.
Silicon .....0.50 to 1.5 per cent.
Sulphur ... .0.04 or less
Phosphorus ... .0.04 or less
Manganese ... .0.50 to 0.75

The "basic scrap" consists of the product of rolling mills, following basic practice, and is bought on chemical specifications, but only as far as sulphur and phosphorus are concerned, the physical nature of the scrap predetermining the composition in regard to carbon, silicon and manganese. A representative analysis of this scrap is:

Sulphur ... ...$0.015 to 0.03 per cent.
Phosphorus . ..0.010 to 0.03 per cent.



Fig. 5—The Open Hearth Furnace Building.

The pig iron necessary for the basic process is "standard basic," the following analysis showing the greatest amounts of these elements allowable:

Silicon ... .1.00 per cent.
Sulphur ... .0.05 per cent.
Phosphorus ... .1.00 per cent.

The scrap used is not considered chemically, but is physically known as heavy scrap, consisting of rails, steel castings, draw bars, fish plates, etc.

The basic process needs very intelligent handling, and considerable melting skill to get good results.

Construction of the Furnaces.

The principles of construction are the same in both basic and acid practice; but there are two classes of furnaces, stationary and tilting. The furnaces in this plant are stationary. The advantages of the tilting furnace, the facility

of completely draining of the furnaces, is offset by its initial cost. Sometimes trouble is experienced in the stationary furnace because of "hard taps," caused by the material used to temporarily close the tapped hole becoming fused.

The important consideration in the furnace construction is the regenerator chambers, since they assist materially in getting fuel economy by storing up the heat from the waste gases and utilizing it to preheat the air and gas. This is done by having a double set of regenerator chambers as shown in the line illustrations, one on the left and the other on the right side of the furnace. Following the course of the air and gas from right to left, the reversing valves directs the air and gas to travel through their respective brick checkerwork chambers on the right side of the furnace, the gas igniting upon reaching the furnace body and passing over the hearth. The burnt gases pass down through the brick-checkerwork chambers on the left side of furnace, the brickwork absorbing a good deal of the otherwise waste heat. After a time (15 or 20 minutes) the valves are reversed, and the gas and air take the very opposite course, absorbing the heat from the chambers on the left side of furnace. This is the system of heat regeneration. As the heat is continued the furnace becomes hotter because of this regeneration.

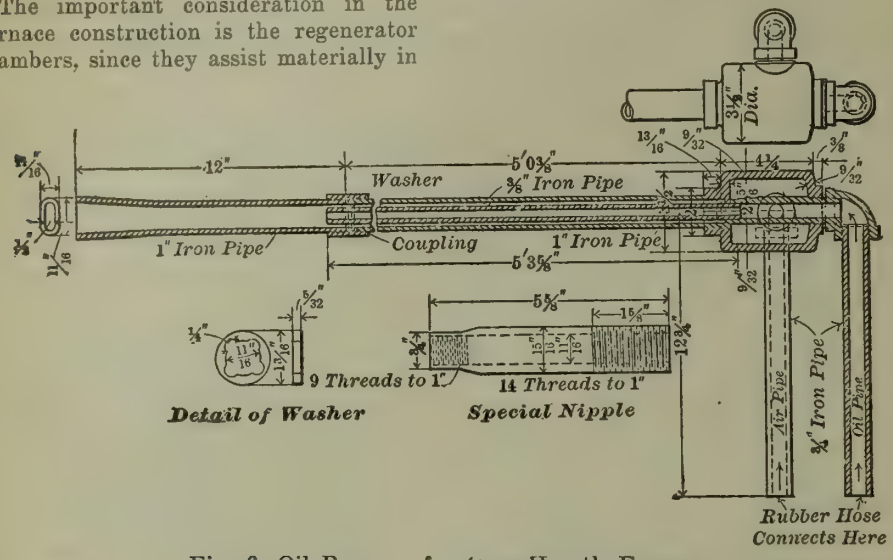


Fig. 6—Oil Burner for Open-Hearth Furnace.

Fuels Used in Welland Plant.

This plant is very advantageously situated as far as fuel is concerned. The furnaces are arranged to burn natural gas or oil fuel, and at present both are being used alternately. The company own their own gas wells, but they sometimes have trouble in getting all the gas required, and then the oil is used. The oil is stored in tanks outside the buildings, and is pumped to the burner, the style of which is shown in Fig. 6, with a steam pump made by the Union Steam Pump Co. In the burner the oil is atomized by a steam jet. Producer gas is often used as fuel in other plants, but practice so far has shown oil to be more satisfactory. Natural gas is, of course, the most satisfactory fuel, because of its cleanness and high thermal quality.

The Resulting Steel Castings.

Steel castings are now being used for so many purposes that formerly wrought iron were used for, that it would be interesting to compare cast steel with wrought iron.

Open hearth steel castings are made by pouring liquid steel of limited composition into molds of silica sand; whereas wrought iron is worked up from plastic masses of partially or completely decarbonized cast iron prepared in the puddling furnace. As far as chemical and physical qualities are concerned, there is not a great deal of difference between the two.

There is more trouble had with blow holes and shrink holes in steel castings than iron castings, chiefly because of the greater amount of shrinkage in the metal when cooling. But the chief difficulty with steel castings is their liability to crack in the mold. This is due to "red shortness." Sometimes this is due to the condition of the metal and sometimes to the improper distribution of metal in the light and heavy sections of the casting. The greater amount of shrinkage in steel castings is liable to cause cracking unless proper precaution is taken in molding.

Open-hearth Building & Rolling Mill.

The 25-ton furnace, supplying metal for the ingots for the rolling mill has been fully described. This is situated in the open-hearth building, shown in Fig. 5. Provision has been made in this building for another furnace of the same capacity. As before stated, the rolling mill department has not commenced operations as yet, which accounts for the snow in the buildings. At B, in Fig. 5, are shown the molds for the steel ingots; and at C is one of the ladles used.

When the ingots come from the open-hearth building they are heated in the continuous heating furnace, shown at A, Fig. 7. From the furnace they are sent through the 22-inch rolling mill in the foreground of the same figure. From this mill the ingots are conveyed by means of the motor driven rollers, to the Moore & Whiting, motor driven shears where they are cut into sections and conveyed to the outside of the building, where they are piled. From here they go to the second heating furnace from which they are delivered to the 12-inch mill shown, where they are rolled into the finished product.



Fig. 7—View of Rolling Mill.

The company have 15 acres of land adjacent to the Welland Canal, having G.T.R. and Michigan Central sidings, thus having excellent shipping facilities. They have a steam locomotive for yard work.

Trade Announcements

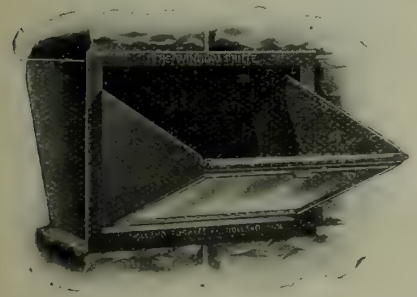
Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Metal Siding.

The Metal Shingle and Siding Co., Preston, Ont., have published an attractive catalogue illustrating the uses and effect of their metal building shingles and sidings. The book is tastily compiled and illustrated with half-tone engravings, which should interest dealers handling these lines. The book contains about 70 pages, and at the foot of each page appears short, though concise, testimonials from satisfied customers all over the Dominion. The catalogue is certain to interest prospective customers and will be mailed on request to dealers mentioning this paper.

New Window Chute.

Rice Lewis & Son Ltd. Toronto are introducing a window chute, the principles of which are an innovation on this market. As may be seen by the first cut appearing on this page, when open, the "window" is in every respect a chute suitable for dumping coal, vegetables,



Window Chute Open.

etc. The other cut shows the "chute" closed, serving the purposes of a window. Examination of this modern window chute shows a frame of cast iron and hopper made from heavy sheet steel which protects the glass from possible breakage by effectively covering its entire surface. When closed the hopper raises automatically and acts as an additional safeguard against possible entrance being made from the exterior of the house. Further information will be mailed on request by Rice Lewis & Son, Toronto, on mentioning this paper.

Hammers and Hatchets.

"Hammers, Hatchets, Sledges and Axes" is the title of a catalogue which has recently been circulated by the James Smart Company, Brockville. The book contains descriptions of the above company's goods and should prove useful to dealers who contemplate replenishing stocks in these lines. Each different grade of hammer is illustrated and described, weights of each are given and to show the accurate appearance of each line the cuts are made one-third actual size. The book will be sent free on request by mentioning this paper.

Summer Sporting Goods.

Wood, Vallance & Company, Hamilton, have published a new catalogue on summer sporting goods, including their revised lists of shot guns, rifles, pistols, fishing tackle, ammunition, shooting jackets, etc.

In detail the catalogue is particularly well arranged, each line of goods occupies a separate department, and cuts of the various models appear with additional written information and prices.

The fishing tackle department of the catalogue is particularly good, a wide range of goods are displayed with the aid of cuts, and a full page in color shows off trout flies in natural shades. In addition to the above lines, sporting knives, hammocks, dog collars and a varied assortment of whistles are shown.

The cover of the new catalogue is artistically printed in colors, showing two hunting scenes, which adds greatly to its attractiveness.

The book will be mailed to dealers on request by mentioning this paper, and the mass of practical information it contains should result in the supply of catalogues being soon exhausted.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

WANTED—Hustling agents to sell Weldarine, the only compound that will weld cast-iron, making the joints stronger than the original metal; tremendous demand. Will sell to responsible parties the rights for Ontario and Quebec. Weldarine Agency Company, D.S. Morgan Building, Buffalo, N.Y.

FIRST-CLASS English firm, manufacturing A1 line of metal polish, wishes to secure Canadian agents for Maritime Provinces, and Western Canada. Have already secured agents for Ontario, who have handled their line for nearly a year, and have found it very ready seller. For full information apply Box 690, HARDWARE AND METAL, Toronto. (4tf)

AGENCY WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

FOR SALE—A good going and paying business Stock about five to six thousand. Will bear investigation. Box 700, HARDWARE AND METAL, Toronto. [10]

SHEET metal workers, now is the time to learn pattern drawing, later on you will be too busy. Let us send you and your friends full particulars and sample drawing and instructions. Address The Sheet Metal School, Galt, Ont. (14)

A growing established business in stoves, furnaces, kitchen utensils, cutlery, gas goods, tinsmithing, etc. Turnover $20,000 last year. Room for big growth as population is well over 16,000, good stand and long lease, first class stock and tools, about $6,000. Proprietor must sell as other interests are compelling. A bargain for a quick sale. Box 702, HARDWARE AND METAL, Toronto. (12)

HARDWARE stove and tinware business in one of the best manufacturing towns in Ontario. Stock about $10,000, turnover $50,000; good profits; good reasons for selling. Address Box 704, HARDWARE AND METAL, Toronto. (11)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

POSITION by hardwareman—Good general experience; best references. Box 703, HARDWARE AND METAL, Toronto. [12]

WANTED by April 1st, position as hardware clerk. Six years' experience, wholesale and retail. A1 references from present and former employers. Box 10, HARDWARE AND METAL, Union Bank Building, Winnipeg. [11]

SCOTCHMAN, open for engagement shortly, most extensive experience open fire grates and fireplaces, every type on British market. Also stoves and mantel-pieces. Accustomed to best class trade and architects' work. Accustomed also estimating and handling workmen; has knowledge also of cutlery and general hardware. Thoroughly practical and capable salesman, competent to take any responsibility; character exemplary. Box 49, HARDWARE AND METAL, 88 Fleet Street, London, Eng. (12)

BUSINESS CHANCES

A YOUNG lady bookkeeper with four years' experience in retail hardware office, open for engagement April 1st. Highest testimonials. Apply Box 705, HARDWARE AND METAL, Toronto. (13)

HARDWARE stock $8,000; annual business $25,000; price, 100 cents; good town; terms, $5,000 down. Address Box 707, HARDWARE AND METAL, Toronto. [13]

WANTED—Good live hardware business in Manitoba, Saskatchewan or Alberta. Owners only. Box 22, HARDWARE AND METAL, Winnipeg. (10)

PARTNER wanted to take half interest in hardware business. Must have some hardware experience and invest $1,500. Box 688, HARDWARE AND METAL, Toronto. (10)

MANUFACTURERS of standard reputation in hardware and metal branches, who desire to be represented by New York agent, will address "Domestic and Foreign," care of HARDWARE AND METAL, Toronto. (12)

A WHOLESALE established stove business; patent heating stoves five years on market and successful workers. Would go well with other lines. Proprietor lacks capital to push business. Patterns, stoves and material about $7,000. Would take half cash balance stock in reliable company or 75 cents on the dollar for cash sale. Full investigation solicited. Box 701, HARDWARE AND METAL, Toronto. (12)

BUSINESSES WANTED

A GOOD live hardware, stove and tin business in Ontario. Box 699, HARDWARE AND METAL, Toronto. (11)

Business for Sale

AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

McLENNAN, McFEELY & CO.
Limited
VANCOUVER, B.C.

MANITOBA HARDWARE AND METAL MARKETS

Corrected by telegraph up to 12 noon Friday, March 13, Room 511, Union Bank Bldg, Winnipeg

Activity in the wholesale trade thi s spring is being experieneed in spite of the gloomy predictions of the pessi mists a few months ago. Spring business is proving much better than was e xpected. Except for a decline of 3 cents in linseed oil there are no quotable changes of importance this week.

Wire—Barbed wire, 100 pounds, $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.25; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

Poultry Netting—The discount is 57½ per cent.

Horseshoes—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

Horsenails—No. 10 and larger, 22c; No. 9, 24c; No. 8, 24c; No. 7, 26c; No. 6, 28c; No. 5, 30c; No. 4, 36c per lb. Discounts; "C" brand, 40, 10, 10 and 7½ p.c.; "M.R.M." cold forged process. List Feb. 1, 1908, Capewell brand, quotations on application.

Wire Nails—$3 f.o.b. Winnipeg, and $2.55 f.o.b. Fort William.

Cut Nails—Now $3.20 per keg.

Pressed Spikes—¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

Screws—Flat head, iron, bright, 80, 10, 10 and 10; round head, iron, 80; flat head, brass, 75; round head, brass, 70; coach, 65.

Nuts and Bolts—Bolts, carriage, ½ or smaller, 60 and 5 per cent.; bolts, carriage, 7-16 and up, 55; bolts, machine, ½ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe bolts, ½ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square nuts, cases, 2½, small lots, 2¼; hexagon nuts, cases, 2½; small lots, 2¼; stone bolts, 70 and 10 per cent.

Rivets—Iron, 60 and 10 per cent.; copper. No. 7, 36½c; No. 8, 37½c; No. 9, 38c; No. 10, 40c; No. 12, 43c. Assorted, No. 8, 38½c and No. 10, 41½c.

Green Wire Cloth—$1.75 per 100 square feet.

Coil Chain—¼-in., $7.25; 5-16, $5.75; ⅜, $5.25; 7-16, $5; ½, $4.75; 9-16, $4.70; ⅝, $4.65; ¾, $4.65.

Shovels—Discounts are 40 and 5 p.c.

Harvest Tools—50, 10 and 5 p.c.

Axe Handles—Turned, s.g. hickory, $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

Axes—Bench axes, 40 and 5; broad axes, 5½ to 7½, $21.00 per dozen; 7¾ to 8½, $23.00 per dozen; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

Auger Bits—"Irwin" bits, 47½ per cent., and other lines, 70 and 10 per cent.

Blocks—Steel blocks, 35; wood, 60.

Hinges—Light "T" and strap, 65.

Hooks—Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

Files—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

Locks—Peterboro and Gurney 40 p.c.

Stove Pipes—6-in., per 100 feet length, $9.25; 7-in., $10.

Tinware, Etc.—Pressed, retinned, 70; pressed, plain, 75 and 2½; pieced, 25; japanned ware, 35; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 per cent.

Galvanized Ware—Pails, 37½ per cent.; other galvanized lines 33 1-3 per cent.

Solder—Quoted at 22c per lb.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Churns—45 and 5; list as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Wringers—Royal Canadian, $36; B.B., $40.75 per dozen.

Lath Yarn—10½c.

Rope—Sisal, 10½c per pound, and pure manila, 14½c. British manila, 11½c.

Building Paper—Anchor, plain, 60c; tarred 62½c; Victoria plain 67½c; tarred 84c; No. 1 Cyclone, tarred, 81c; No. 1 Cyclone, plain, 66c; No. 2, Joliette, tarred, 69c; No. 2, Joliette, plain, 51c; No. 2 Sunrise, plain, 56c; Jubilee plain, 75c; Jubilee tarred, 88c; Buffalo plain, 66c; Buffalo tarred, 69c; Lion plain, 55c.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26 gauge, $3.35 and $4.35. Pressed standing seamed roofing, 28 gauge, $3.45 and $4.45. Crimped roofing, 28 gauge, painted, $3.20; galvanized $4.30; 26 gauge, $3.55 and $4.55.

Ammunition, Etc.—Cartridges, rim fire, Canadian, 50 per cent.; American, 33 per cent.; pistol sizes, Canadian, 25 per cent.; American, 5 per cent.; military, Canadian, 20 per cent. off. American, 10 per cent. advance. Primers, $1.55. Loaded shells: English and Canadian makes, 12 gauge black soft, $18; 10 gauge, $22.50; 12 gauge smokeless, chilled, English, $24; Canadian, $23; 10 gauge smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.75; chilled, $7.15; buck, $7.55; 28 ball, $7.95. Powder: F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

Iron and Steel—Bar Iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel: Black Diamond, 100 lbs., $9.50; Jessop, $13.

Sheet Zinc—$8.50 for cask lots, and $9 for broken lots.

Pig Lead—Average price is $6.

Lead Pipe—Quoted at $7.25.

Copper—Planished copper, 29½c per pound; tinned, 26½c.

Iron Pipe—Black pipe, ¼-in., $2.70; ⅜, $2.85; ½, $3.75; ¾, $4.75; 1, $6.75; 1¼, $32.30; 1½, $40.50; 2, $46; 2½, $54. Galvanized: ¼-in., $3.65; ⅜, $3.80; ½, $4.50; ¾, $5.80; 1, $8.40; 1¼, $11.40; 1½, $13.80; 2, $18.40.

Fittings—Wrought couplings, 55 per cent.; nipples, 70 per cent.; classified malleable fittings, 25 per cent.; malleable bushings, 50 per cent.; malleable unions, 55 per cent.

Galvanized Iron—Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60, 24 and 26, $4.90; 28, $5.15.

Tin Plates—I.C. charcoal, 20x28, box, $10; IX charcoal, 20x28, $12; XXI charcoal, 20x28, 14.

Terne Plates—Quoted at $9.50.

Canada Plates—18x21, 18x24, $3.50; 20x28, $3.80; full polished, $4.30.

Lubricating Oils—600 W. cylinders, 80 cents; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine 29c; heavy castor, 29c; medium castor 28c; Ruddy harvester 30c; standard gas engine oil 36c; Renown engine oil, 38c.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 20c; Sunlight, in bbls., per gal., 22c; per case, $2.45; Eocene, in bbls., per gal., 24c; per case, $2.60; Pennoline, in bbls., per gallon, 25c; Silver Light, 22c; Starlight, 20c per gal.; Sterling Light, 24c per gallon. Engine gasolene, in barrels, gal., 24c, f.o.b. Winnipeg, in cases, $2.60.

Bluestone—7c lb.

Paints and Oils—White lead, pure, $6.50 to $7.50, according to brand: bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, Winnipeg, 77½c. Linseed oil, raw, Winnipeg, 67c; Calgary, 79c; Lethbridge, 79c; Edmonton, 80c; boiled oil, 3c per gallon advance on these prices.

ROLLING MILLS TO RESUME.

The litigation in connection with the Belleville Rolling Mills has been adjusted satisfactorily and the works will likely resume operations in the near future. The works closed down in December, but most of the 300 skilled workmen employed have remained in the city and will be on hand when the works re-open. The horseshoe plant has not been closed down.

SPECIAL AUCTIONS OF HARDWARE

In Washington, Ohio, the hardware firm of Glascock & Rothrock have introduced an innovation in special sales. They announced in February a series of auction sales. These were not closing-out sales, or sales to get rid of out-of-date, broken-lot or damaged goods, neither forced sales in order to raise needed cash, but special bargain offerings for the sole purpose of introducing to the trade some of the standard goods their various lines represent. They proposed to sell at public outcry from their regular stock, and at the purchaser's own price, some of the leaders they have been handling for years in farm machinery, etc. They offered liberal terms to purchasers at this first annual sale, and gave a guarantee.

Pflueger's Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

THE ERECTION AND REPAIR OF

WIRE FENCING

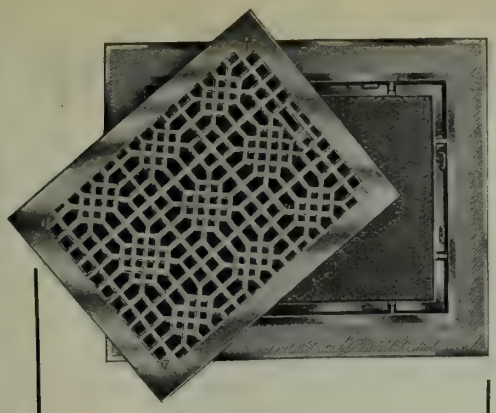
is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

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Technical Book Department

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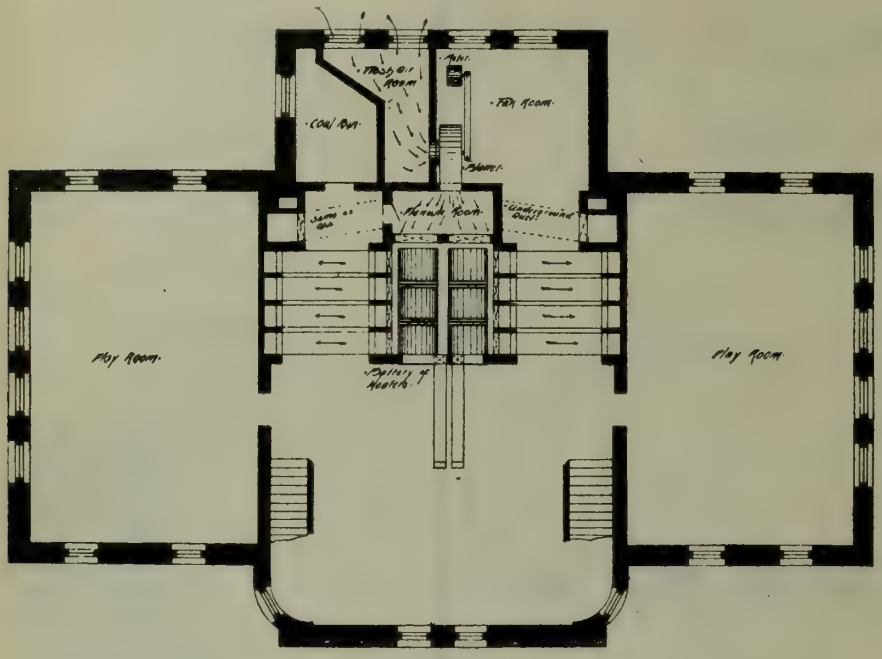
1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

Practical Talks on Warm Air Heating

The Seventeenth of a Series of Articles by E. H. Roberts.

In the erection of a new school building one of the first things the school board should consider is the heating and ventilating apparatus. This is true not only because of the important bearing which pure, warm air has upon the health and mental vigor of the pupils, but by having the carpenter and masonry work which is required for the heating plant incorporated in the general plans and specifications this part of the work can be done with but very little additional expense.



Basement Plan.

On looking over the accompanying plans you can readily see that the brick and carpenter work must be a large item of the total cost of the heating plant and it is safe to say that if this were let separately it would cost at least double what it would if included in the general contract.

Size and Character of Building.

Now, in deciding upon the kind of heating system there are several things to be taken into consideration; first, as to the size and character of the building. A small school house conveniently arranged can be heated and ventilated satisfactorily and economically with a gravity warm air system, but it is not possible to arrange for such a system in a large building without separating the furnaces so as to get them close to the rooms with which they are to be connected, and this means a sacrifice of basement room and some inconvenience in firing.

Direct steam heat can be adapted for almost any building, but it is impossible for such a system to secure satisfactory ventilation, and for this reason a direct steam plant ought not to be considered for school house heating.

A direct indirect steam plant can be so installed as to give fairly good results so far as the ventilation is concerned, but the amount of pure air that can be furnished by this system is also quite inadequate as compared with what should and can be provided by other means.

Mechanical Heating and Ventilation.

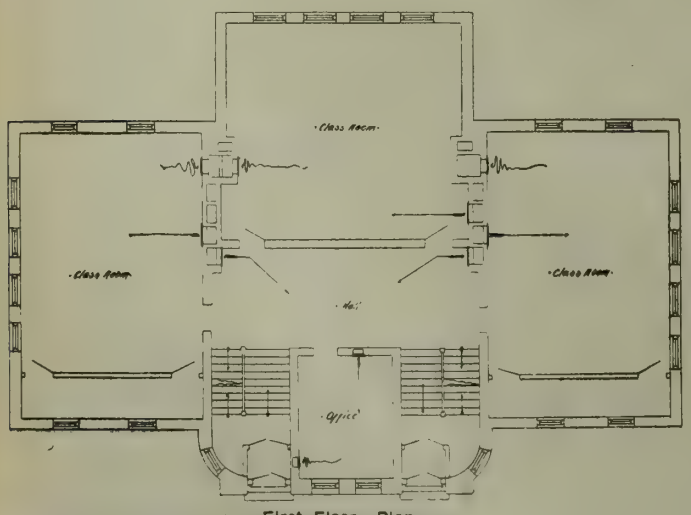
Mechanical heating and ventilation, that is, the introduction of pure warm air and the elimination of foul air by means of fans or blowers is the only method that measures up to modern requirements so far as ventilation is concerned, and it also has the advantage of furnishing positive heat under all outside conditions.

Mechanical heat may be accomplished either by steam boilers or warm air furnaces, but warm air is less expensive to install and is fully as economical and efficient as steam in buildings of ordinary size.

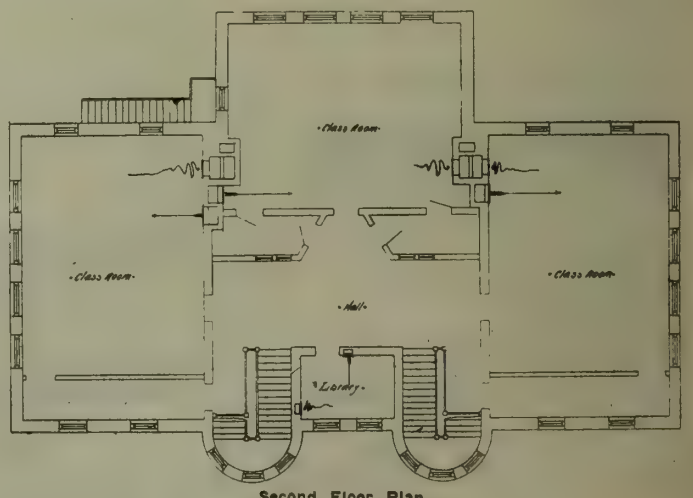
In this chapter we will consider a warm air blower system using two 11-foot horizontal tubular furnaces in connection with an 80-inch three-quarter housed steel plate blower having a rated delivery of something over 9,000 cubic feet of air at 350 R.P.M., making due allowance for the resistance offered by the heaters, ducts, etc.

Figuring fifty scholars to a class room, this will give each pupil thirty cubic feet of fresh air per minute, which is the maximum amount considered necessary for ideal conditions, by the best authorities.

In order to control the temperature of each class room independently with-



First Floor Plan.



Second Floor Plan.

out diminishing the volume of air delivered, double acting valves are necessary with by-passes for cool air and the accompanying detail shows how these valves should be hung and also a substantial and satisfactory method of making the by-pass connections.

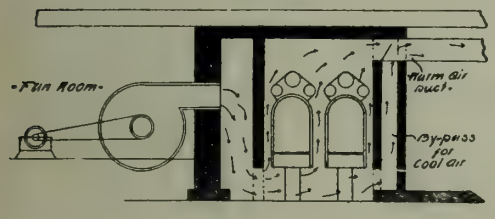
These valves are operated by chains connected with regulating plates in the class rooms, so that each teacher has complete control of the temperature of the air in her own room.

If the school board were willing to go to the necessary additional expense, a system of thermostatic regulation can be supplied that will automatically operate the valves so as to maintain any desired temperature in every part of the building.

Durability of Apparatus.

Now, as to the durability of a warm air apparatus such as is here shown; of course, a great deal depends upon the construction of the heaters and especially upon the amount of their radiating surfaces as compared with their grate surfaces.

The best horizontal tubular heaters have an external or radiating surface equal to about seven times the interior or heat-absorbing surface, and used in connection with a blower, which will keep the heating surfaces at a compara-



Detail Showing how Double Acting Valves Should be Hung and Method of Making Bypass Connections.

tively low temperature, they ought under ordinary conditions to last twenty-five or thirty years.

Of course, new cast liners for fire boxes may have to be supplied occasionally, but by having these so placed that there is a continual circulation of air between them and the body of the furnace these can be made to last two or three times as long as they would otherwise and this will also prevent the fire box from warping or cracking as a result of excessive heat.

In order to operate any plant of this description economically, some means must be provided for rotating the air outside the school hours, for it would be manifestly extravagant as well as unnecessary to be taking in and warming outside cold air at the rate of several thousand feet per minute and carrying the same amount out when there were no pupils in the building.

This plan shows two large ventilating flues 40x40 inches, inside measurement, arranged with valves above the ventilating grills on second floor so that by closing these the air instead of being taken out of the building is returned from the class rooms to basement and through underground ducts to plenum room.



Why S.W.P. Gives Good Results.

Customer—"I have heard a great deal about Sherwin-Williams Paint, but do not believe it is any better than any other paint."

Reply—"There are several good reasons why S.W.P. will give the results we claim for it. One is the linseed oil used in its manufacture. There must be good linseed oil in good paint—otherwise the paint will not be good—it will not wear. It's the oil film that resists the action of sun, wind, rain and smoke. The S-W. Co. make all their own linseed oil. They use only the best Northwestern No. 1 flaxseed. They carefully reclean the seed to make sure that no foreign substances such as rape, mustard, cockle, etc., remain. They have special processes for extracting the oil at a lower temperature than is usually employed, which prevents albumen, mucilaginous matter and other substances injurious to paint from entering the oil. The result is a quality of linseed oil very much superior to the ordinary oil of commerce, from which most of the paints on the market are made."

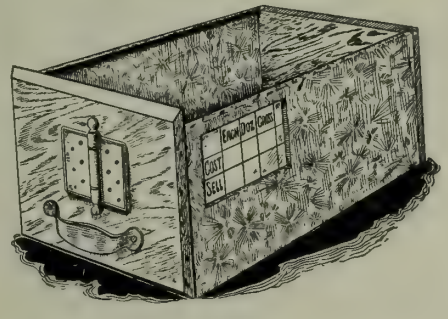
If interested in becoming an S-W. Agent write us today.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

325



A Shabby Salesman

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveller when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm, and he will get your attention.

Goods sampled on your shelf boxes are

Silent Salesmen

if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of shelf boxes and there will be no more waste time looking for goods, no more dissatisfaction of customers who will not be promptly waited on.

The STRONGEST and NEATEST shelf box on the market is THE BENNETT STEEL HARDWARE SHELF BOX. It has galvanized steel sides and bottom, and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST.

Cameron & Campbell, Sole Manufacturers, **Toronto**

Amongst Hardware Salesmen

THE VALUE OF AMBITION.

The salesman who realizes the value of ambition, and at the same time tempers his knowledge with common sense, is on the highroad to success. No man, without ambition, ever bettered himself of his own good work, but ambition must be rightly applied, its controlling forces kept within certain bounds, or else the results will be disastrous. "Keep your eyes on the stars, but do not forget you are walking on the earth," was a maxim once set forth by President Roosevelt to his people, and in it he conveyed an apt warning to those whose minds, solely centred upon a certain object, gave no heed to the danger of tripping by the way.

The ambition which makes a salesman discontented with his lot; which makes him eager to step into the shoes of the man above him before he has earned the right by hard work and diligent study; which makes him, to the point of childish petulance, eager to become master of men before he is master of himself, is the ambition which carries nothing but disaster in its train. There is no royal road to success, and the man who is so anxious to manage a store, or to possess one himself, that he cannot stop to throw his heart into the work of his employer fails at the very beginning.

Duty Must Not Be Forgotten.

"I ought to be managing this department, instead of so-and-so, I am sure I am a better man than he," says the young salesman, and then he glares at the unfortunate customer, who, coming for a certain article, reminds him that for the time being, at any rate, he is not the manager. The purchaser is probably served in a surly manner, no attempt is made to show the best lines in the store, no attempt made to make a sale outside the article asked for, and the merchant is not only at a pecuniary loss, but in all probability a customer has been driven away from the store forever.

This ambitious young man, too, has no patience to pay attention to the humdrum work he may have in hand. How could he be expected to keep a bright polish on the stoves, or have the shelves in nice array, when he ought to be ordering stock and bossing the other employes! And then one day he is curtly told that his services are no longer needed, and he goes away reviling at the base ingratitude of the world in general and of employers in particular, only to repeat the same process again and again until his time is gone by, for nature is not lavish with her opportunities.

Shortsightedness of Clerks.

He never realizes that it is his own fault, that he has been left behind. He reads in this paper and in that, the value of being ambitious, and he characterizes the advice as folly, because he had been ambitious, and what had been the result. A shortsighted young man truly, but there are many more like him around us. If he could divest himself of his own self conceit; if he could understand that in looking at the stars so intently he had been tripped many times by the ground, he would see why he had failed. "Had he shown a genuine love for his work, had he done his best for his employer, whether he was in his right place or not, had he done for others what he would expect others to do for him?" Let him ask himself these questions and the conviction must come to him that he had lamentably failed from the first.

Ambition and Application.

Ambition, rightly applied, however, is the mainspring of success. Ambition should make the young salesman keenly alive to the necessity of keeping the stoves as brightly polished as human labor can make them, of having the shelves as tidy as strict attention to their order can keep them. What is worth doing, is worth doing well, and the smallest detail in store routine has its definite aim and object. It is the right ambition which makes a man anxious to do the best he can, whether he feels he is fitted for higher work or not, and to throw himself thoroughly into the task he has in hand, whether it be sweeping the floors or dressing the window. It is the right ambition which makes him give cheerful obedience and loyalty to the man above him, although he may be convinced that the relative positions ought to be reversed. His time will come all the quicker for giving this obedience and loyalty.

Must Study to Rise.

The rightly ambitious man will make a special study of all the goods he has to sell, of what material they are made and as to how they can best be applied. By this means he can talk intelligently to the customer, probably command a sale, focus the attention of those in authority upon his work, and beyond that give himself extra qualifications for the time when his advance takes place and his ambition is being realized. This is the age of specializing, therefore a complete study should be made of the science of salesmanship. Keep the eyes open. When another salesman advances a new line of argument and it appears a sound one, treasure it up for future use; do not be too superior to learn from others; diligently study all the technical papers that can be secured, and show an employer that his advice is valued, and his success an incentive. Let the salesman remember the scriptural injunction, "do unto others as you would they should do unto you," and in following it out as between employer and employe, a great pitfall will be successfully passed.

Be Earnest and Enthusiastic.

The sensibly ambitious man is earnest and enthusiastic. Earnest in making the best sales, earnest in making his window display better than the one before, earnest in his loyalty to those above him, and earnest in his desire to forge ahead. He is enthusiastic over his trade, enthusiastic over the success of his employer, and enthusiastic over the fact that he is part and parcel of a great industry. The man who is ambitious is well on the road to success, but he must trudge on alone, finding out by experience and hard knocks the right turnings to take, and reaching his goal only by laborious effort cheerfully given. The man who expects to travel the same road by means of a stage coach will encounter a breakdown before he has gone half the distance.

TRAVELERS' CONVENTION AT CALGARY.

Calgary travelers are making extensive preparations for the great gathering of commercial men from all parts of the continent, which will be held in that city in June. If the plans proposed are carried out the visitors to this convention will be given the time of their lives. That the attendance will be large seems assured. Already inquiries are being received from travelers' organizations and assurances are being given that they are planning to attend in large numbers. One such organization from North Dakota proposes to bring two coach loads of travelers and their wives, and a brass band.

WRITES LETTERS TO HIMSELF.

A certain western town has an hotel clerk who is an observer of human, or, at least, commercial traveler nature. He recently remarked to a reporter that men on the road write letters to themselves before they get to the next hotel, so they will appear important when they register and ask for their mail. The clerks soon get on to them, because they see the handwriting on the register and on the mail. "But," he added, "that isn't always the reason, and I noticed it in a man whom I finally got to know very well. He wasn't the kind of a fellow who cared about appearing 'important,' so I asked him about it. The explanation was simple. His business was such that it involved an infinity of minor details. His memory was good as to these, but it was faulty as to matters not directly pertaining to his department, so when he was in another town and recalled something he had to attend to in the next town, he would write it on a slip of paper and mail it to himself. He didn't put the memorandum in his pocket for fear he would forget about putting it there. He said he had used the plan for a long time, always writing ahead if there was something in another town he wanted to remember, and said it was the best plan he had ever figured out to keep from forgetting things."

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A. C. LESLIE & CO.
Limited

MONTREAL

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The
Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

45

THE WANT AD.

The want ad. has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The want ad. gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business, though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



Hammer the Hammer

The Iver Johnson Safety Automatic Revolver won't go off unless you deliberately pull the trigger. Do that and you'll find it just as sure as it is safe. The straightest-shooting, hardest-hitting, most reliable revolver made to-day. Rightly proportioned, beautifully finished; a gentleman's pistol for pocket, desk or bureau.

The Iver Johnson goods are never given away as premiums. They are always sold in the regular channels. We advertise them in the big magazines and sportsmen's periodicals, but never sell one by mail where there is a dealer to supply it. And we stand back of the dealer with a guarantee. Be sure to find the owl's head on the grip and our name on the handle.

Send for Dealer's Catalogue or order of your jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER



HORSE SHOES

Are made from the best material. Are correct as to shape, creasing and punching, and for all-round wearing qualities cannot be surpassed.

They are asked for and used by leading farriers all over the country.

Made by

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

More than 200,000 tons of iron ore were mined in Ontario during 1907.

The Deseronto Iron Works, Deseronto, will shortly close down. Inability to secure charcoal is said to be the cause.

The Structural Steel Company, Montreal, has been awarded the contract for erecting the C.P.R. elevator, D, at Fort William.

The Capital Lock Nut Company, of Columbus, Ohio, will take over the plant of the Robertson Machinery Company, of Welland, and will spend $100,000 in enlarging it.

The Dominion Bridge Co., Montreal, have secured the contract for the steel super-structure of the Redwood bridge across the Red river at Winnipeg. It is expected the work will be completed by next fall.

The British-Canadian Smelters Limited, Toronto, have decided to locate its large plant at Chippewa. The site is on the Niagara river and vessels having a 25-foot draught will be able to load. The company will employ 500 men and put up a plant for the treatment of metalliferous wastes, ore and bullion.

The Montreal Board of Trade has joined the ranks of those seeking a diminution of the commercial taxes levied by the Quebec Government. At a meeting of the council the Provincial Legislation committee was authorized to make representations to the Cabinet that commercial corporations are now excessively taxed, and that a reduction is desirable.

At the annual meeting of the Montreal Steel Works, Limited, K. L. Blackwell, the president, said that the business of the company was quite satisfactory. Trade at the present time was on the quiet side, but every indication pointed to a resumption of renewed activities. The report for the year was adopted. The following officers were elected: President, K. W. Blackwell; 1st vice-president, James R. Wilson; 2nd vice-president, C. R. Godfrey; directors, R. M. Paterson and W. F. Angus, Montreal; Charles Scott, in Philadelphia.

Companies Incorporated.

The Canadian Stewart Company has been incorporated, with headquarters at Montreal, to manufacture hardware, engine boilers, machinery and farm implements. The company has an authorized capital of $100,000.

The Toronto Indestructible Brick Co., Limited, has been incorporated, with a capital of $100,000, to manufacture brick and to do business as building contractors. The head office of the company will be at Toronto, and the provisional directors are, Arthur Cohen, Charles F. Ritchie, A. G. Parish, all of Toronto.

The Brandon Fire Engine Co., Brandon, Man., have been incorporated, with a capital of $60,000, to manufacture fire extinguishers, engines, hose, hose wagons, reels, hydraulic pumps, machinery, fire escapes, iron fencing, etc. The provisional directors named are, J. Empey, J. Burchell and R. Sword, Brandon, Man.

Building Notes.

Richard Bowman, Vancouver, B. C., will erect a brick warehouse this spring at a cost of $18,000.

The Moresly Island Lumber Company, Vancouver, will shortly commence work on the construction of a $350,000 sawmill.

Tenders are being called for the erection of public buildings at Renfrew, including a post office, customs office and weights and measures departments.

The Builders' and Contractors' exhibition, which is to be held in Montreal in April, promises to be one of the most successful of the Canadian trade expositions that have been held. The following Montreal firms have already agreed to exhibit: E. Cavanagh Co., hardware merchants; Joseph Laurier, plumber; Dominion Oil Cloth Co.; Lacroix and Leger, hardware; Lockerby & McComb, manufacturers of tarred paper; Warden King Co., manufacturers of boilers and steam fittings; Pedlar People, metal roofing; Clinton Fireproof Co.; Laprairie Brick Co., Ltd.; Montreal Terra Cotta Brick Co.; Francis Hyde & Co., drain pipes and cement; Hyde & Webster, drain pipes and cement; T. A. Morrison & Co., agents for brick, stone and machinery. The Master Painters' Association will supervise the exhibits connected with its trade, as will the Master Plumbers' Association the display in its department. During the show week the convention of the National Builders' Association is to be held, to which many who are interested in the exhibition will be drawn.

Mining Notes.

For the month just closed something like a record has been made in the output of the collieries of the Nova Scotia Steel and Coal Company, as well at the blast furnace. No less than 50,760 tons of coal were taken out, compared with 42,500 for the same month last year.

The annual meeting of the shareholders of the Intercolonial Coal Mining Co. was held in Montreal. The output of coal and coke for 1907 amounted to 317,599 tons. James P. Cleghorn was re-elected president; D. Forbes Angus, re-elected vice-president and managing director, and W. M. Ramsay, A. W. Hooper, R. MacD. Patterson, K. W. Blackwell, E. Goff Penny, directors. C. A. Dowd was appointed secretary-treasurer.

For the first time since the inception of the famous litigation between the Dominion Steel Company, and the Dominion Coal Company, James Ross, the president of the Coal Company, at the annual meeting of the shareholders held in Montreal, made a public statement on the case. In it, Mr. Ross claimed that as the Coal Company went to the assistance of the Steel Company when otherwise that company would have gone to the wall, the Coal Company had a right to expect fair treatment in regard to the coal supply, which they had not received. While the directors and himself were certain of the justice of their cause, and that while legal advice supported their views, they were unwilling to continue a costly and unprofitable law struggle any longer than could be helped, and they were willing at any time to discuss, in a friendly manner, any fair solution of the differences that had arisen between the two companies. Mr. Ross added that he considered the position of the Dominion Coal Company a just one, and expressed a hopeful view of the appeal to the Privy Council. The former board was elected, with the addition of Graham Fraser, who was one of the creators of the Nova Scotia Steel Company, which at its inception was known as the Nova Scotia Forge Company, and later as the New Glasgow Iron and Coal Company. Mr. Fraser subsequently joined the Dominion Steel Company as director of works, but not long after resigned.

Railway Construction.

The contract for the construction of the C.N.R. at Rapid City, Man., has been let, the successful tenderer being the Cavan Construction Company. Work will be commenced about May 1.

Municipal Undertakings.

Minnedosa, Man., expects soon to have a waterworks and power system combined, and an electric plant of not less than 600 h.p. may be erected in the near future.

Portage la Prairie, Man., has decided to proceed with the proposed auxiliary system of waterworks, according to plans drawn up by Engineer Chipman, of Toronto.

NOVEL PRIZE OFFER.

Some nights ago, the Hinde Hardware Co., of Riverside, California, sent up a large illuminated paper balloon from the roof of their store building. Attached to this was an order on the company for five dollars in gold to be awarded to the finder. The young man who claimed the prize, decided he would prefer five dollars' worth of housefurnishing goods to the cash; and a blushing young woman who accompanied him, applauded.

TOOLS FOR THE BOYS.

The Griffin Hardware Co., Eugene, Oregon, has hit upon a plan to enlist young America in its behalf. It has offered as a prize to the school boy who builds the best bird house in the competition that is now going on a set of tools consisting of the following pieces: 1 handsaw, 1 hammer, 1 ratchet brace, 1 gimlet bit, 1 each ¼, ⅜, ½, ⅝, ¾-inch bits, 1 hand axe, ½-inch wrench, 1 No. 84 rule, 1 set awls and tools, 1 6-inch pliers, 1 5-inch screwdriver, 1 level, 1 No. 110 block plane, 1 oil stone, 1 carpenter's pencil, 1 carpenter's apron, 1 No. 14 steel square, 1 ¾-inch chisel, 1 1¼-inch butt chisel, 1 try and miter square. The tools were placed on display in a window of the store, and the latest reports from the coast were to the effect that enough houses were being erected to shelter all the birds of Oregon.

News of the Paint Trade

QUALITY IS FIRST.

Here's an important point for the paint retailer to bear in mind and tell the customer who harps on price. The value of a paint is not its price per gallon or pound, but the length of time it lasts and looks well. Figure the cost per year of keeping the house well painted, not the cost per gallon. Don't be weak on the price proposition, it's really a secondary consideration. "Quality is remembered long after price is forgotten."

The true test of paint value is service. The conditions, physical, chemical and technical, governing the behavior of paint in any given case are so numerous and so obscure that it is hopeless for any one but an expert to attempt to comprehend them.

House paint is designed to cover a wide range of conditions and the better grades of prepared paints meet the average conditions with remarkable success. As between the many competing products, naturally, it is to the record of success rather than the composition of the paints that the consumer must look for enlightenment. There is always a reason—usually there are many reasons why a certain paint under certain conditions meets or fails to meet the requirements; but these reasons are usually obscure and technical and quite beyond the range of common knowledge.

It may be taken as axiomatic that no paint obtains permanent popularity except on the basis of substantial merit. Success begets success, and nothing could be more conducive to increased sale of a given paint in any locality than the ocular demonstration of its value on painted buildings.

It is this practical demonstration of superior convenience, economy and durability which has caused the consumption of prepared paint to expand from the humble beginnings of the industry in the late fifties, to its vast proportions of the present day.

AN EDISON WATERPROOF PAINT.

It is reported that Thomas A. Edison has overcome a sanitary objection to his cement houses by producing a paint which will be waterproof and will render cement walls impervious to moisture. Mr. Edison's proposed structures have been criticized on the ground that cement walls absorb moisture and the health of the occupants would be endangered by dampness. In cement work there is a chemical action which continues after it has set. This action destroys the color effect of ordinary paints, giving a wall a blotchy appearance and causing the paint to fall off in scales. Mr. Edison is satisfied that his new paint is not only absolutely waterproof but that it will adhere to cement walls as well as ordinary paints do to wood.

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more. and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Paint and Oil Markets

MONTREAL.

Montreal, March 13.—Shipments are being made as fast as teams can be procured, having in view the bad state of the roads which are in that discouraging condition generally known as between sleighing and wheeling. There is a splendid call for liquid paints, enamels, stain, and prepared coach and carriage colors.

Turpentine—Turpentine has a fluctuating tendency characteristic of the article at this time of the year. Quotations have been eased off 3c per gallon, and now stand at 72c for single barrels.

Linseed Oil—Supplies seem to be fairly abundant, and large holders are anxious to keep their stocks turned over. Quotations have been eased off 1c per gallon. We now quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

Ground White Lead—Most encouraging reports have been received from the grinders regarding shipments of ground white lead. Stocks which were very heavy are now being rapidly reduced, and the mills seem to be working at good pressure. We quote: Government standard, $6; No, 1, $5.75.

Red Lead—The lower quotations mentioned in our last issue have stimulated purchases, and large lots have been placed at very close margins. No holders of staples seem to care to warehouse lead products longer than is necessary to make a turnover at a slight profit, but for ordinary lots we still repeat: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

White Zinc—It is rumored that Old Country supplies are being cornered with a view to securing a better profit out of the article. Local supplies, however, have not felt the strengthening movement, and we quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c.; Lehigh, 5c. White zinc ground in oil we still quote at: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Colors—Gold, ochre, vermilion and window blind greens are feeling the spring movement, and form a large percentage of paint and color shipments. No material change has been made in the price of these articles. The outlook seems to be most encouraging.

Varnishes—Varnishes for furniture and indoor work are being called for, but carriage varnishes seem to be in less demand than formerly. The hardware trade reports increasing call for varnishes, stains, and enamels, in small tins, and are buying fair requirements in these lines.

Putty—Putty continues quiet, and prices are unchanged: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case) $2.15; bladder putty, in barels, $1.95.

TORONTO.

Toronto, March 11.—Shipping is not far advanced at this centre, but booking has improved to a great extent. Ready mixed paints are beginning to move with the usual spring activity and though factories throughout the country manufacturing furniture, carriages, etc., are generally working full time again the demand for varnishes is still a little behindhand. With a good call for ready mixed paints, colors, and the various paint bases, business is again on a thoroughly satisfactory footing.

Turpentine—Turpentine is still being handled sparingly by the jobbers, it showing a marked tendency to remain unsettled in price. There are only small stocks in Toronto at present and at Savannah there is also a marked scarcity in stocks for immediate shipment. There seems a possibility of orders at Savannah being held back for some days on this account. The price has, however, eased to the extent of 2c during the week. We now quote single barrels at 73c and 2 to 4 barrels at 72c.

Linseed Oil—While there has been a slight decline on the British market, the oil would prove too high for importation at this centre. The general price for Ontario oil remains at 60c, but representatives of outside crushers are quoting as low as 57c, but this price is considered very low for pure oil at this season and is a direct result of competition. For boiled oil add 3c to these figures. Shipments f.o.b. Toronto, Hamilton, London, Guelph and Montreal. Terms net, 30 days.

White Lead—Shipping will be well under way by the middle of the month, the demand can be described as strong and prices remain firm. We continue to quote: Pure (Government seal), $6.25; and No. 1, $6.

Red Lead—As predicted, the slight reduction quoted last week has helped booking; which has at last assumed good spring proportions. Orders are substantial and continue to improve. We quote: Genuine in 100-lb. kegs, $5.75; genuine, in 560-lb. casks, $5.25; No. 1, $5.

Petroleum—The demand has been strong fro this commodity for some months, and at present shows no signs of dropping off. Quotations remain:—Pratt's astral, 17½c; water white, 15c, and prime white, 13½c.

Glass and Putty—The demand for glass and putty has increased in a substantial manner, having experienced the general feeling of activity felt on all lines which make up this market. Prices are firm and unchanged.

Varnish—Varnishes, stains, etc., used for interior house decoration, are moving freely, and a noticeable increase has occurred on furniture varnishes and enamels. We quote; No. 1 furniture, in barrels, 65c; elastic oak, in barrels, $1.25; light hard oak, in barrels, $1.05.

Shellac—General market conditions govern this commodity, which is experiencing a constantly increasing demand. We quote: Pure white, in 5-gal. lots, $2.25 to $2.50; pure orange, $2 to $2.15, and No. 1 orange, $1.90.

MENZIE COMPANY WINDING-UP.

For some months negotiations have been pending between the Menzie Wall Paper Co., Limited, whose mills are situated in New Toronto, with offices at 98 King Street west, Toronto and the Reg. N. Boxer Co., Limited, Montreal, resulting in the leasing of the

Mind Your
P's
and
Q's

Pure Paints
Promote
Painting

Painting
Produces
Profit

Sell

ENGLISH

Liquid
House Paints

Quality of the highest.
Quantity required less per hundred square feet than other paints.
Queries answered promptly.
Quotations are lowest.
Quick deliveries.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MARSHALL-WELLS CO., Winnipeg,
Distributors for Western Canada

To Cement and Concrete Users

"Esco" waterproofing is a colorless liquid which, when applied to exterior or interior surfaces of concrete walls, absolutely waterproofs them and prevents any absorption of water, also saltsproofs them, so they will not discolor or streak.

Cement building blocks treated with "Esco" can be so waterproofed that they will not absorb any moisture. Only one coating of "Esco" is necessary to get results, and one gallon covers one hundred and twenty-five feet of surface.

Local Agents wanted.

For circulars and other particulars apply to

Eadie-Douglas Co.

P.O. Box 438. Montreal



The way to get business from the painters and decorators of your locality is to handle

Muresco Wall Finish

We can show you sheafs of unsolicited letters from painters all over Canada declaring that Muresco is the best wall finish they ever used. Get busy. Write to-day for color cards.

Benjamin Moore & Co. Ltd.

New Office and Works: Toronto Junction, Canada.

New York, Chicago, Cleveland, Carteret, N.J.

EMERSON & FISHER, St. John, N.B., selling agents for New Brunswick.

A. M. BELL & CO., Halifax, N.S., selling agents for Nova Scotia, Prince Edward Island and Newfoundland.



Natural Colors

Ours are natural colors made from the best materials, all ready for use.

A good lasting paint, one which makes and holds customers.

ISLAND CITY

Eight hours will dry it.

P. D. DODS & COMPANY

Montreal

Menzie plant to the Boxer Co. One of the conditions of the arrangement is the retiring from business of the Menzie Wall Paper Co., and as a best means of accomplishing this and winding up its affairs, the Menzie Co. have taken advantage of the Ontario Companies Act, providing for voluntary liquidation.

At the meeting of shareholders, held this week Thomas W. Horn was appointed liquidator. The liquidator wil call a meeting of creditors at the earliest possible date, when a statement of the company's affairs will be submitted, which statement, it is expected, will show ample assets to cover all liabilities, and protect the shareholders as well.

Until the liquidator can dispose of the large stock of manufactured wall paper now on hand, and have the books audited, no exact figures can be ascertained. The Bank of Nova Scotia are the chief creditors, but their account is secured. The other creditors consist of supply accounts for raw material used in the manufacture of wall paper.

The Reg. N. Boxer Co., who have taken over the Menzie plant, are remodelling the mill and equipping the plant for the manufacture of high-grade paper, using almost entirely English and foreign designs.

IMPROVED WATER PAINT.

An English decorator claims to have invented a distemper composition which is a great improvement over others in use. This is as follows: Carbonate of lime, glue, linseed oil, oak varnish and color, or some of them are heated with a suitable quantity of water and mixed with a disinfectant such as carbolic or cresylic acid. To this mixture is added chronic acid, bichromate of soda or potash, and further there is added boracic acid or borate of soda, or some other suitable salt for producing fireproof effects, the combination resulting in a fireproof washable distemper. The mass is made to the consistency of stiff paint, the borate of soda being greatly in excess of the quantity soluble in the water already used.

ENAMEL PAINTS.

For the white enamel paints, zinc white, lithopone and sometimes white lead are used; the latter not often because it causes a yellowish tinge to appear after a while. As much as 50 per cent. of zinc white is used to heighten the opacity. For the various colors all the earth and mineral paints are used. The kinds most in use are, in addition to the earth colors, chrome yellow, chrome green, zinc green, Parisian blue, steel blue, ultramarine and imitations of cinnabar (vermilion.) The grinding is done by mixing the pigment thoroughly with the binding agent in a sheet metal vessel, and grinding two or three times in a roller grinding machine. The process requires the greatest care, for a varnish paint which is not ground fine enough settles to the bottom very soon, which is not desirable. Enamel paints prepared by the above method are excellent for painted surfaces which are to be exposed to the weather, such as windows, doors, wagons, railway carriages, bridges, etc. They are also equally suitable for interior painting of bathrooms, hospitals, kitchens, etc. The paint can be washed with soap and a soft brush, a desirable property from a hygienic point of view.

SUGGESTIONS THAT HELP SELL.

Dissatisfied customers have made the need of high grade paint felt and though some popular brands of paint undoubtedly reach a higher degree of purity than others, the paint that has a good name—a brand that is well known—is the one to handle.

Styles for house decorations have changed greatly during the past few years, and the house that is painted in an up-to-date fashion this year will be done in four or more colors and in many cases the results will prove a sharp contrast to the popular greys, blues and browns of the past.

To thoroughly satisfy a customer who is purchasing paint for his house, explain to him that dark colors should be selected only for a large house that stands out in the open, while lighter colors or tints should be chosen for houses that stand among trees or which are not over large. A house looks larger when painted in light colors than when dark colors are used. This is a point that should always be remembered, for most persons experience a keen feeling of disappointment if their house appears small, while if it can be made to look larger than it is, they are more than satisfied."

PAINT FOR SHIPS.

R. Brownjohn, Glamorgan, England, has invented a paint which he claims will fill a long felt need in marine circles. The paint is black and is adaptable for ships' bunkers, boiler rooms, holds, tanks, tops and general iron work in ships or boiler rooms. It is claimed for the paint that its use will prevent corrosion of the metal and in addition it is non-inflammable, thereby removing all risks from fire during and after application. The paint is said to dry quicker than ordinary varieties in use at present and dries with a bright gloss like enamel.

The ingredients of the paint and the proportions in which they are mixed are as follows: Each gallon contains ½-gal. black naphtha, 5 lbs. pitch, and ½-lb. black lead. The pitch, previously crushed to powder, is intimately mixed with the black naphtha and dissolved therein; the black lead is then added, and the whole stirred together until the solution or mechanical mixture is of a homogeneous nature.

A JUSTIFIED COMPLAINT.

The manager of a house that does a large mail order business was speaking of the checks applied to keep a correct run of the business, and prevent errors. "They will creep in, despite all that," he said. "The other day we received a complaint from a customer that seemed to be justified. 'I ordered a windmill.' he wrote, 'and you have sent me a stomach pump.' "

?

Horticulture
versus
Paint

Why is the Color Factory of the Canada Paint Company in Montreal sometimes called the Green-House of Canada? Simply because so many fine colors emanate from it!

The C. P. C. make Greens, Blues, Blacks, Reds and Yellows. Amongst the Greens will be found the Veronica.

The Veronica covers the leading and most popular shades of Window Blind Green. Progressive Hardware and Paint Dealers should order now for early Spring trade from

THE CANADA PAINT COMPANY LT'D



If you are one of those wide-awake dealers to-day handling

Ramsay's Paints

you know from experience what there is in it. We want you to make the best of this experience for 1908, and let

Ramsay's Paints

add again to your profits, and add a little more besides. Every agent for

Ramsay's Paints

knows that the line spells increase by just a little judicious pull all round. How much did you sell last year, 5,000 gallons? Make it six. 2,000 gallons? Make it twenty-five hundred. 400 gallons? Make it five. Or was it 100 gallons? Well, make it one-fifty. We will help you if you say you will try it. Write us and see what we can do for you. We will help everyone to increase his sales of

Ramsay's Paints

There are dollars in

Ramsay's Paints

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

New Era Paint

An absolutely pure paint, having unexcelled covering and spreading qualities, and a lasting freshness and brilliancy. Perfectly satisfactory—both as to price and quality—to dealer and consumer alike.

PRICE LIST ON REQUEST.

Standard Paint and Varnish Works Co.
LIMITED

WINDSOR, - ONTARIO

WHITE LEAD BUYERS, ATTENTION

205 St. James Street **CANADIAN STANDARD**



THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

John Hoyles
Accountant and Trustee,
Secy. of the Association.

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

You Can Give Better Value

and increase your paint sales tremendously by handling

MOORE'S
Pure Linseed Oil H. C.
PAINT

Every can of it is a confirmation of our statement that no other prepared paint equals it for covering capacity and durability. We saved the money which we might have spent in extensive advertising and put it into the paint. That's why we can give you a better paint at a lower price than any other manufacturer.

Send for Color Cards and Prices.

Benjamin Moore & Co.,
LIMITED

New Office and Works : TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.

Emerson and Fisher, St. John, N.B., Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

ESTABLISHED IN 1796

English **For all**

FALCON TRADE MARK

Varnish **Purposes**

"LACKERITE"

An ideal finish for Floors, furniture or other woodwork in the home on new or old work.

Dries hard over night, with a brilliant and durable gloss.

It imitates the natural grain of the wood.

In 12 different Colors and put up in sizes from ¼ Pint Tins to Gallons.

Send for Shade Cards.

Wilkinson, Heywood & Clark, Limited

LONDON, England

300 Notre Dame St. West, MONTREAL

Branches:—Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi, Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai, Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne, Sydney, and Agencies all over the world.

FRANCIS C. REYNOLDS, Can. Manager.

ALABASTINE

Order Direct or From Nearest Jobber

Do It Now

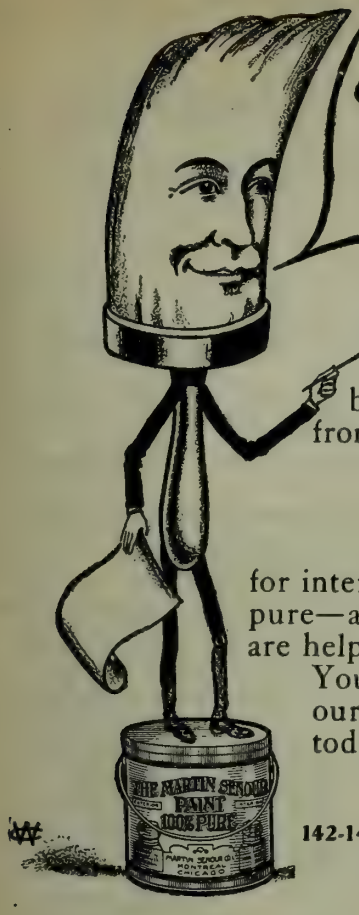
Our Business is Built on a Gypsum Rock Foundation

Pure Gypsum rock is the basis of Alabastine. It is not made of perishable, unsanitary materials like wall paper, oilcloth, and kalsomine. Alabastine is the permanent wall coating. It gives solid satisfaction always. Alabastine is the rock foundation on which we have built up our immense business. It also offers you a safe foundation on which to build a highly successful trade among those who desire an artistic, sanitary, permanent and easily-applied interior decoration.

Catalogues Show Cards Banners Posters Tint Cards Are Given Free With Each Shipment

We Help You Get Business

The Alabastine Co., Limited, - Paris, Ont.



Let Us Advertise Your Store

There is nothing like good advertising as a tonic for business. We are persistent and painstaking advertisers. As soon as a dealer begins to handle **Martin-Senour Paint,** we begin advertising in his behalf. We make it decidedly to his interest to handle our goods, both from a profit-making and trade-building point of view.

WE HAVE PLANS

for interesting, discriminating paint buyers in **Martin-Senour Paint**—100 percent pure—and at the same time influencing their trade in your favor. These plans are helping others, and there is no reason why we cannot do as well for you. Your name and address on a postal card will open the way for us to explain our methods and show you how we can be mutually helpful. Write to us today.

MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

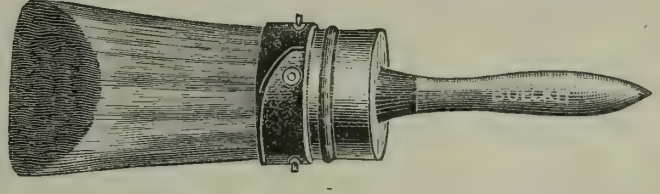
142-144 Inspector St., Montreal — **2514-2522 Quarry St. and Archer Ave, Chicago**

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint and Varnish Co., Ltd.
Halifax, N. S.

HANDLE ONLY

BOECKH'S CELEBRATED BRUSHES



They are the best selling line on the market.



UNITED FACTORIES, Limited, - TORONTO, ONT.

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

March 12, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's .....per lb...	0 10½
Hallett'	0 10½

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch, 8½c...	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 "		9 10
" " 2½ " .. 10 50		12 00
" " 3 " .. 12 00		13 50
" " 3½ " .. 15 00		16 70
" " 4 " .. 19 25		20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 23c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 50	14 25
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz., 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10½ oz. ..... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Middlesboro, No. 1 pig iron..	21 50	22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 "	25 00	24 50
" soft "	24 50	....
Carron...	25 50	....
Carron Soft.....	24 00	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Midland, Londonderry and Hamilton		22 50
Deseronto No. 1 pig iron 23 25		23 00
" No. 2 " 22 75		22 50
Radnor, charcoal iron.....30 00		32 00
Angles.....	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 50	2 80
Mining cast steel.....	0 07½	0 08
High speed	0 60	0 65
B.P.L. tool steel		0 10½
Black Diamond tool steel		0 08
Corona tool steel.....		0 06½
Silver tool steel.....		0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 $34 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.	
I C, 14 x 20 base.....	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	....	4 50
I X, 14 x 20 "	....	5 25
I X X, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.	} 6 75	7 00
" 14x60, "		
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge.....	8 00
" " 26 "	8 50

LEAD.

Imported Pig, per 100 lb.....	4 00	4 25
Bar, ...	4 75	4 60
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 50
Domestic	5 00	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 03½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 02½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	15 00
Stove plate.....	12 00	12 00
Malleable and steel	9 00	8 00
Old rubbers	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 80
No 7 Fuller's..... .... "	2 00
No. 4½ " .... "	2 15
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 50 ; iron, 55 p.c.	
Thompson Smoke-test Machine	25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 30	¼ inch.....	3 30
⅜ "	2 47	⅜ "	3 30
½ "	2 72	½ "	3 57
¾ "	3 65	¾ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 13	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 75 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.		0 40
2-lb. or over ..... "		0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone or blue vitrol)	0 09
Litharge, ground	0 06
" flaked	0 06½
Green copperas (green vitrol)	0 01
Sugar of lead.....	0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 15
French "	....	0 08
Marine black "	....	0 40
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of button hole. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

GLUE.

Domestic sheet	....	0 10
French medal	....	0 12

PARIS WHITE.

In bbls	....	0 90

PARIS GREEN.

Barrels	....	0 24½
25-lb. drums	....	0 25½

PIGMENTS.

Orange mineral, casks	....	0 08
" " 100-lb. kegs	....	0 08½

PREPARED PAINTS.

Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,	....	1 60
Canada Paint Co.'s pure	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
Moore's pure linseed oil, H.C.	....	1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.	....	1 30
" Thistle, "	....	1 10
Martin-Senour 100 p.c. pure,	....	1 60
Senour's Floor Paints	....	1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel	....	1 75
P. D. Dods & Co's "Island City"	..	1 50
Sanderson Pearcy's, pure	....	1 25
Robertson's pure paints	....	1 25

PUTTY.

Bulk in bbls		1 60
Bladders in bbls		1 85
25-lb. tins		1 90
Bladders in bulk or tins less than 100 lb.		2 00
Bulk in 100-lb. irons		1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal	....	0 13
Water white "	....	0 15
Pratt's astral "	....	0 18
Castor oil	0 08	0 10
Motor Gasoline per gal. single bbls	0 17	0 21
Benzine, per gal single bls	0 17	0 17½
Turpentine, single barrels	0 72	0 73
Linseed Oil, " raw	0 55	0 58
" " boiled	0 58	0 61

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White	6 25
Elephant and Decorators' Pure	6 25
Tiger Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
P. D. Dods "Island City" pure	6 50
Sanderson Pearoy's	6 25
Robertson's C.P., lead	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	....	5 25
Genuine, 100 lb. kegs, "	....	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$3 00	$4 25
26 to 40	3 50	4 75
41 to 50	3 90	5 50
51 to 60	4 20	6 00
61 to 70	4 50	6 75
71 to 80	5 00	7 75
81 to 85	....	8 50
86 to 90	....	10 50
91 to 95	....	12 00
96 to 100		14 00

Net—F.O.B To onto. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	....	0 70
Gilders bolted in bands	....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07½	0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	....	0 08½
No. 1, " "	....	0 07
No. 2, " "	....	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 00
Elastic oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 15
" " No. 1	....	0 90
" " union	....	0 80
Light oil finish	....	1 40
Gold size japan	....	1 80
Brown japan	....	0 95
No. 1 brown japan	....	0 95
Baking black japan	....	1 35
No. 1 black japan	....	0 90
Benzine black japan	....	0 70
Crystal Damar	....	2 80
No. 1 "	....	2 50
Pure asphaltum	....	1 40
Oilcloth	....	1 50
Lightning dryer	....	0 70
Elastilite varnish, 1 gal. can, each	..	2 00
Granitine floor varnish, per gal	....	2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.	....	2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply not under 45 lb. per roll	0 90
Ready roofing, 3-ply, not under 65 lb., per roll	1 15
Carpet Felt per ton	35 00
Heavy Straw Sheathing per ton	40 00
Dry Surprise	0 40
Dry Sheathing per roll, 400 sq. ft.	0 32
Tar " 400 "	0 40
Dry Fibre " 400 "	0 50
Tarred Fibre " 400 "	0 60
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 15
Roof " small packages "	0 20
Refined Tar per barrel	4 00
Coal Tar "	3 50
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 75 0 80
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
"Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 37½ and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 37½ and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25
Light T and strap, discount		p.c.
Screw hook and hinge— under 12 in. per 100 lb.	....	4 75
over 12 in.	....	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Che t hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples— ½ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 37½ and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 37½ and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES

All sizes, per lb.	0 07½	0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	....	0 65
Diamond, Shell, per doz.	....	1 00
Nail and Spike, per gross	....	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 and 5 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole'r, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	0
Canadian sledge per lb.	0 07	0 8
Canadian ball peen, per lb.	0 22	0

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

HATCHETS.

Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz..... 4 40
" " 2, " 4 80
Barrel Underhill..... 5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'.....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian..... per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing..... ..... 1 72 5 50

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	3 00
Berg's, each.....	0 75	2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D.. discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5..... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Atlas, steel covered..... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1½ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, 50 and 10 per cent.
Planter..... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5 70.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....	0 13½
Berg's, per lb.....	0 12½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00
Blacksmiths' (discount) 60 per cent.	
" parallel (discount) 45 per cent.	

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 5
Blank Bolts.....	55 and 5
Bolt Ends.....	55 and 5
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 and 10 per cent.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"U" brand, 40,10, 7½ and 10 p.c. Dealers' dis. 10-box lots.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d.....	4 00	3 25
3d.....	3 15	2 95
4 and 5d.....	2 90	2 65
6 and 7d	2 80	2 55
8 and 9d	2 65	2 40
10 and 12d	2 60	2 35
16 and 20d.....	2 55	2 30
30, 40, 50 and 60d (base)	2 50	2 25

F.o.b. Montreal. Toronto 5 cents higher. Cut nails, Toronto 20c higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	

Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	
" iron ..... "	4 25	

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weigh's, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent, Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 [illegible]
9 and 10 gauges.....	0 70
and 8 "	0 90
5 and 6 "	1 [illegible]

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50



MUNDER SOCKETS



ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

CUTLERY AND SILVERWARE

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, discount 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 3 or 4 Plain Cold Blast per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75
No. 0, safety "		4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs 40 per cent

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 35 per cent.
6, 10 and 14-qt. flaring pails dis. 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F.o.b. Hamiltor, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21 $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright ..... 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHBOARDS.

Cane's, per doz 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 (5

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		2 25
Small heel		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross		7 80
" " "		9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 10
Pure Manilla	0 11½
"British" Manilla	0 14
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 09
" double	0 10
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11
650 " " "	0 11½
Car lots, ½c. less; 5-ton lots, ½c. less.	0 10

Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		9 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Robertson, Jas. Co,, Montreal.

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Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
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Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
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Binder Twine.
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Plymouth Cordage Co., N. Plymouth, Mass.

Bolts.
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Brass Goods.
Frothingham & Workman, Montreal.
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Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
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Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd , Toronto

Cans.
Acme Can Works, Montreal.
Kemp Mfg. Co., Toronto

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
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Carriage Accessories.
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Guelph Spring and Axle Co., Guelph.

Cartridges.
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Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
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Churns.
Dowswell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H
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Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
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Cordage.
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Heinisch's, R., Sons Co., Newark, N.J.
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Electric Fixtures.
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Morrison James, Mfg. Co., Toronto.
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Enameled Ware
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Horseshoes and Nails.
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Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
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Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
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Erie Specialty Co., Erie, Pa.
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Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Lathe Tools.
Armstrong Bros. Tool Co., Chicago

Lawn Mowers.
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Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Manufacturers' Agents.
Fox, C. H., Vancouver.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bullock, Gananoque, Ont.

Oilers
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co , London, Ont.

Packing.
Gutta Percha & Rubber Co., Toronto

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D., & Co., Montreal
Imperial Varnish and Color Co., Toronto
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sanderson Pearcy & Co., Toronto
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Montreal

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Cluff, R. J., & Co., Toronto.
Frothingham & Workman, Montreal.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Somerville, Limited, Toronto
Stairs, Son & Morrow, Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.

Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Ratchet Drills.
Armstrong Bros. Tool Co., Chicago

Razors.
Clauss Shear Co., Toronto.

Refrigerators.
Sanderson-Harold Co., Paris, Ont.

Registers.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Rivets
Brantford Screw Co., Brantford, Ont.
Parmenter & Bullock, Gananoque, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
Buchanan Foster Co., Philadelphia, Pa.
Galt Art Metal Co , Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng.

Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Screen Doors and Windows.
Sanderson-Harold Co., Paris, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.

Shovels and Spades.
Eclipse Mfg. Co., Ottawa
Frothingham & Workman, Montreal.

Silverware.
Hutton, Wm., & Sons, Ltd., London, Eng.
McGlashan, Clarke Co., Niagara Falls, Ont.

Skates.
Canada Cycle & Motor Co., Toronto.
McFarlane, Walter, Glasgow.

Snaps
Covert Mfg. Co., Troy, N.Y.

Sprayers
Cavers Bros., Galt
Kemp Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fittings
Dennis Wire & Iron Co., London

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stove Pipe.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co. Owen Sound.
Copp, W. J., Son & Co., Fort William
Davidson, Thos., Mfg. Co., Montreal.
Harris, J. W., Co., Montreal.
Kemp Mnfg. Co. Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Tin Plate.
Baglan Bay Tin Plate Co., Briton Ferry South Wales
Lysaght, John, Bristol, Newport and Montreal

Tool Holders.
Armstrong Bros. Tool Co., Chicago

Tool Grinders.
Armstrong Bros. Tool Co., Chicago

Tool Posts, Lathe.
Armstrong Bros. Tool Co., Chicago

Ventilators.
Harris, J. W., Co., Montreal.
Pearson, Geo. D., Montreal.

Wall Paper
Staunton Limited, Toronto.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Water Filters.
Buffalo Mfg. Co., Buffalo, N.Y.

Wheelbarrows
London Foundry Co., London Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms
Hobbs Mfg. Co., London, Ont.

Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Parker Wire Goods Co., Worcester, Mass.
Partridge & Sons, Hamilton, Ont.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
Montreal Rolling Mills Co., Montreal.

Woodenware.
Nelson, H. W., & Co., Ltd., Toronto

Wrapping Papers.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson Mfg. Co.

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

"Seeing is Believing"

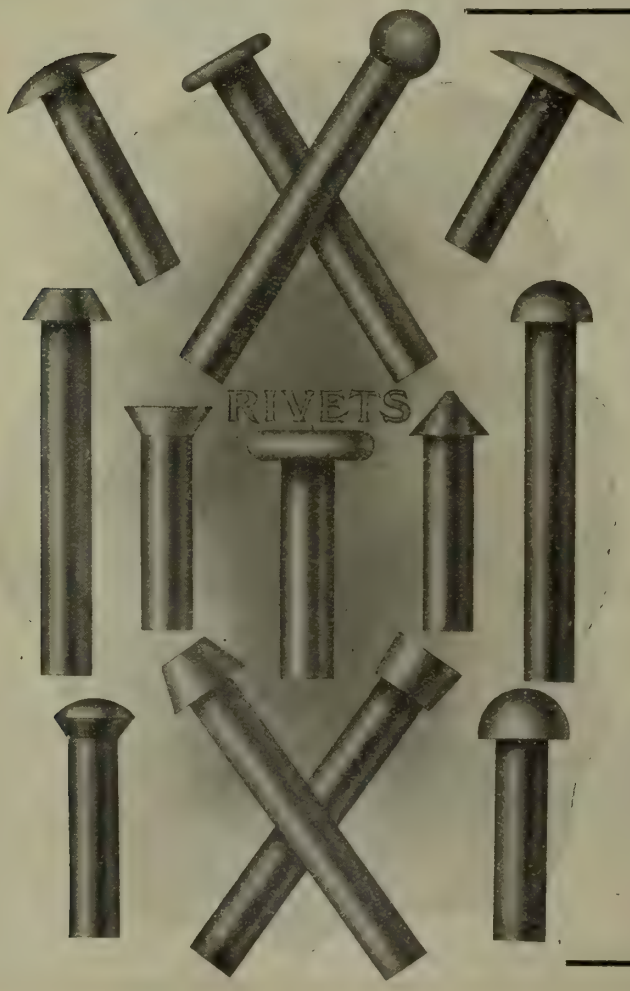
¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC



RIVETS

All styles of Heads

BRANTFORD SCREW CO.
LIMITED
BRANTFORD, ONT.

MONTREAL
DELORME BROS.

TORONTO
BAINES & PECKOVER

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

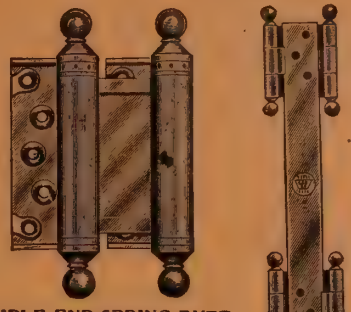
WALKERVILLE, ONT.

CHICAGO SPRING BUTTS

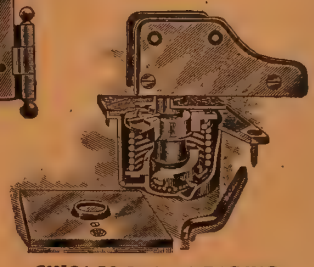
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.

No. 111



ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

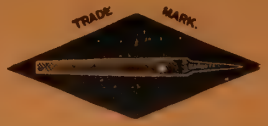
ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich. U.S.A.

Canadian Factory - - Windsor, Ontario

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1865. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Horse and Toilet Clippers

made by BURMAN & SONS, Limited, Birmingham, England (Established 1877).
Messrs. Burman are the largest manufacturers of Clippers in the World, and are the sole makers of the Celebrated

Newmarket Hand and Power Clippers

Write for prices and particulars.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville.

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Tools for Sale,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

Hardware and Metal

Montreal Toronto Winnipeg

HARDWARE & METAL

ANNUAL SPRING NUMBER

CANADA

MARCH 21 1908 PRICE 25¢



THE MACLEAN PUBLISHING COMPANY, LTD.
MONTREAL TORONTO WINNIPEG NEW YORK LONDON, ENG.

FOR OVER FORTY YEARS

"QUEEN'S HEAD"

CANADA

GALVANIZED IRON

has given satisfaction to users throughout the world.

You can buy lower priced iron
but you CAN'T buy cheaper.

JOHN LYSAGHT, Limited

Bristol, Eng. **Montreal**

Tin and Canada Plates

"**DOMINION**," Highest grade charcoal tin plates, all polished Canada plates and galvanized Canada plates.

"**ALLAWAYS**," Standard charcoal tin plates the world over.

"**CANADA**," good charcoal tin plates, half bright Canada plates, and "Special Blue Finish" Canadas.

"**TRYM BEST**," standard coke tin plates, special soft blue finish and dull Canadas.

A. C. LESLIE & CO., Limited

Montreal

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 21, 1908 NO. 12.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"FLEUR DE LIS"

GALVANIZED IRON

Uniform Weight and Coating.

Every Sheet Guaranteed.

John Lysaght, Limited
Makers
Bristol. Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Can You Get Enthusiastic About LAWN MOWERS ?

You will be able to work up heaps of enthusiasm about our machines. They are the kind of lawn mowers which look well, work well, cut well and wear well. Stock these, and you are assured of a brisk season's trade.

EMPRESS (Ball Bearing), STAR, WOODYATT, DAISY, MAY-FLOWER (Latest Invention), PHILADELPHIA, ONTARIO (for Bowling Greens).

NEW CATALOGUE ON REQUEST.



Taylor-Forbes Company, Limited

The Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works, GUELPH, ONT.

MONTREAL BRANCH, 122 Craig St. West

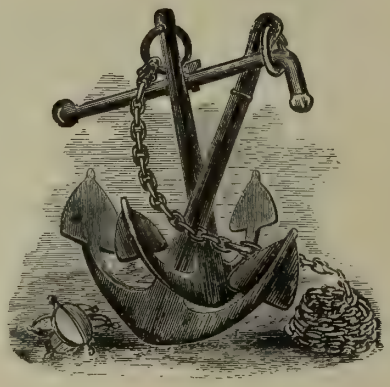
ST. JOHN, N.B., H. G. Rogers, Agent

BOAT FITTINGS

Wire Rope

Pulleys

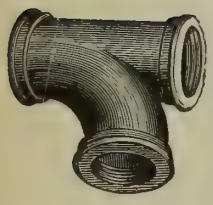
Shackles



Boom Bands

Turn Buckles

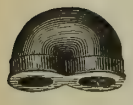
Rudder Braces







Pipe and Fittings of all Sizes







Boat Pumps

Valves

Engineers' Supplies



Packing

Waste

Oakum

RICE LEWIS & SON, Ltd.

Toronto

Covertite Roofing

A Reliable Roofing Sold by A Reliable House

A Few Covertite Reasons

Made by a pioneer manufacturer and used for years in all climates.

Contains no tar, cheap asphalt, or other volatile materials that are absorbed by the sun's heat leaving the roofing dead and leaky.

Constructed with view of maximum efficiency for minimum weight. Consequently freight is less and rolls are easily handled.

Heavy roofings having gravel and sand surfaces necessitate large freight, difficult handling, and are less efficient.

Other roofings dry out and deteriorate by standing in stock—ten years standing would not injure ***COVERTITE!***

COVERTITE ROOFING comes already coated and ready to lay—each roll contains nails, caps, and liquid cement for putting it on. Many other roofings have to be coated after put on a dirty operation for the user, also trouble for the dealer to measure out the coating, nails, etc. Covertite has no odor.

Presents an attractive slate colored appearance and when old can be painted in some color harmonizing with surroundings.

Can you improve the appearance of a tar or graveled roof by painting them in some color? Emphatically NO! They will not take a color paint and deteriorate in appearance from the time they are put on.

Covertite is the best roofing on earth for the dealer to handle.

We are putting it out at prices permitting of a small profit so that it can be handled by the dealer in place of even the ordinary tar roofing. What an advantage to the dealer selling Covertite!

READY SALES! ***GOOD PROFITS!*** ***SATISFIED CUSTOMERS!***

Over A Million Feet already used in Ontario and Quebec.

Correspondence solicited from those desiring Exclusive Agency.

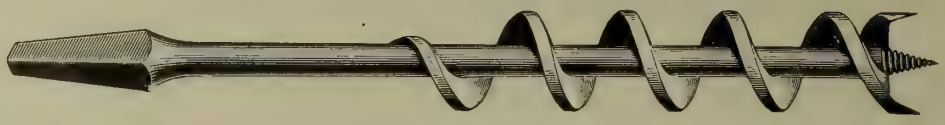
BE QUICK! **IT'S WORTH MONEY!** Imported and sold exclusively by

LEWIS BROS., LIMITED

Address all correspondence to **MONTREAL**

OTTAWA **TORONTO** **CALGARY** **VANCOUVER**

AUGER BITS



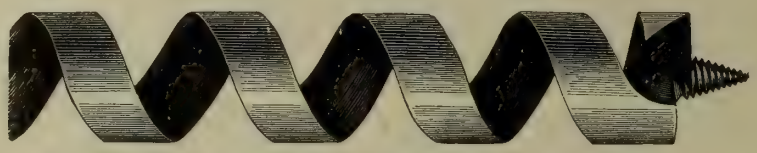
"Rapid," a perfect boring bit.



"Expansive," large or small size, boring from ¼ to 3 inches.



"Car Bits," all sizes, ⅜ to 1 inch.



"Ship Augers," with or without screw, all sizes up to 2 inches.

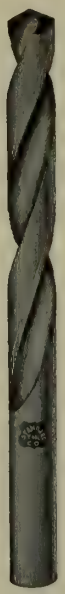
DRILL BITS



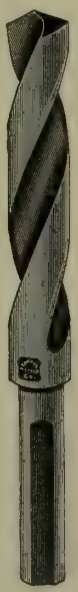
Bit Stock Drills.



Bit Stock Drills for Wood.



Straight Shank Jobber Drills.



Blacksmith Drills.



Taper Shank Drills.



Square Shank Drills for Ratchets.

We carry in stock a full range of all sizes of the above. Write us for prices.

WOOD, VALLANCE & CO., Hamilton, Ont.

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

DISSTON FILES

Are You Satisfied with Your File and Rasp Trade?

Have you the trade of the carpenters, machinists, and other people who continually use Good Files?

Whenever a customer asks you for something in this line that you can recommend, and which you know will not come back, have you something to give him absolute satisfaction?

We can answer this question for you, and if you do not stock

DISSTON FILES

then we would recommend you to do so at once and you will then answer it in the affirmative.



Just write for prices. We'll do the rest.

LEWIS BROS. LTD.
MONTREAL

OTTAWA TORONTO CALGARY VANCOUVER

Get in touch with new customers and tighten your grip on the goodwill of the old ones by keeping a full assortment of

Davidson's
Colonial
and
Premier
Brands of
Enameled Ware
in Stock



Attractive in Color
Smooth in Finish
Made to Stand
Hard Usage

If you are not already selling our Ware, we would be glad to receive your enquiries.

THE "CROWN" SAD IRON HEATER

Do not overlook this specialty, it makes a fine combination with an oil stove for summer ironing.

Made of heavy black iron and furnished with strong bail handle for convenience in use.

It keeps the irons always bright and clean and also forms a good receptacle to keep them in when not in use.



Can be used with equal Success on
GAS, OIL or COAL STOVES

Holds a full set of Mrs. Potts or Asbestos Sad Irons at one time. It heats the irons quickly and thus saves both time and fuel.

Are you acquainted with this line? **It's an excellent seller.**

UNBREAKABLE TINNED STEEL HOLLOW WARE



DEEP STOVE KETTLE
Sauce Pans, from 2 to 8 quarts

Made of Extra Heavy Steel Tinned Inside



SEAMLESS BODY TEA KETTLE

Lighter and more easily handled than Cast Iron



ROUND POT
Round Pots from 4 to 18 quarts

THE THOS. DAVIDSON MFG. CO., LTD.

MONTREAL and WINNIPEG

HERE IT IS

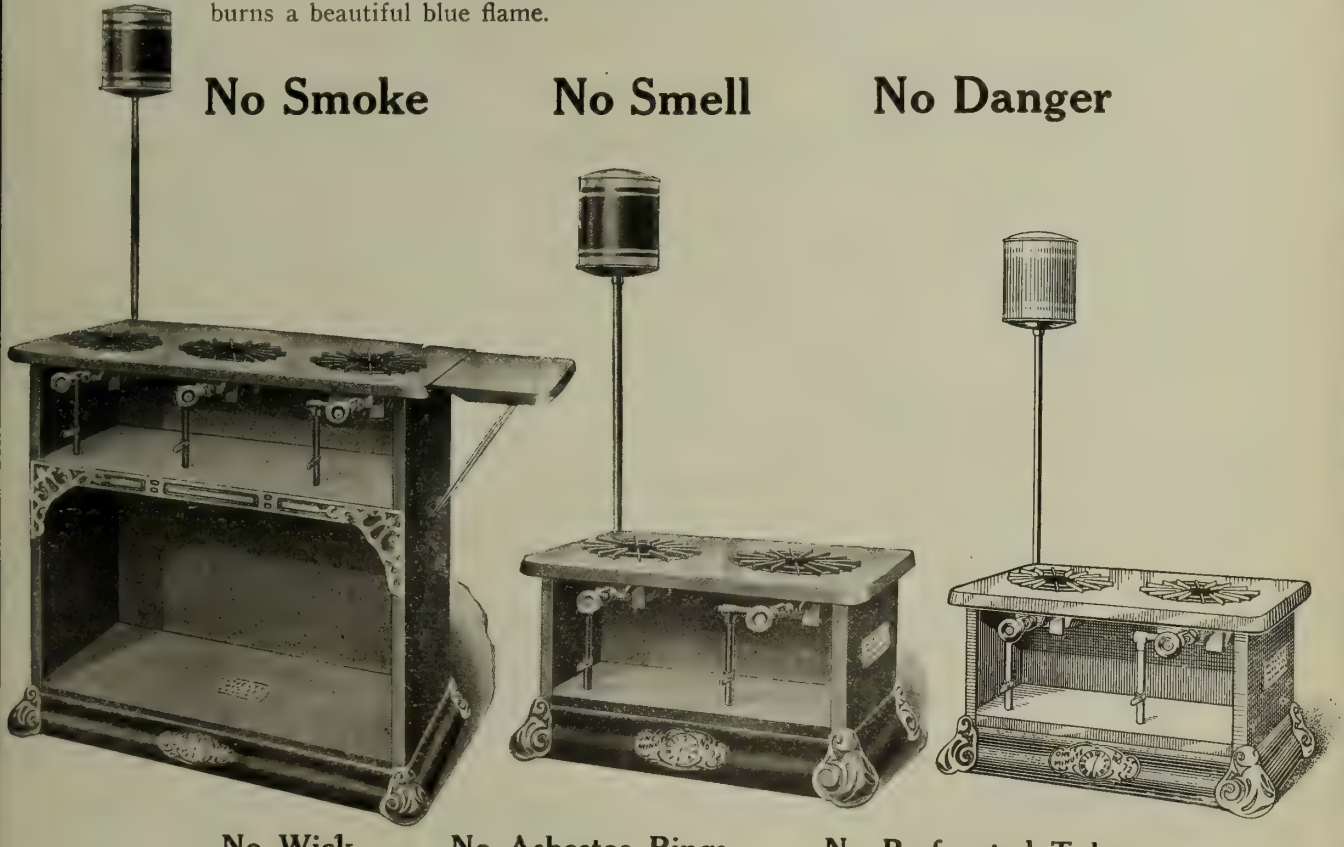
The long-expressed hope is now a practical success; the long-coveted article is here, and in every way is meeting all expectations—delivering every claim.

One Minute Blue Flame Oil Cook Stove

Made in several sizes—1, 2 and 3 burners—high and low design.

A kerosene oil Cook Stove that can be lighted and brought to full heat in *one minute*. It can be burned one hour, or one day, and extinguished in *one second*—all this without odor. A stove that burns a beautiful blue flame.

No Smoke **No Smell** **No Danger**



No Wick **No Asbestos Rings** **No Perforated Tubes**

And without any of the perplexities or troubles so common in blue flame stoves.

Simple as a gas range, but more convenient—a much hotter flame.

Safer than gasoline, more powerful than either gasoline or alcohol, and the cheapest operating stove in the world. With ordinary usage must last for years. Sells at sight. We tell you it's the wonder of the day, and your trade is going to ask for it, and take nothing else. Every woman wants the *ONE MINUTE OIL COOK STOVE.*

The demand for it is beyond the present factory capacity. Send us your order for samples. Will make shipment at earliest possible date.

LEWIS BROS., LIMITED

Sole Agents for the Dominion of Canada

Montreal

Toronto **Ottawa** **Winnipeg** **Vancouver**

Do You Realize the Great Importance of

Quick Shipments ?

Whether you are a hardware dealer or a manufacturer, you know how annoying it is to have to wait a long time for goods that you want "right away." You know that very often

Delayed Shipments Mean Lost Orders

That's just why it will pay you to place your orders with us. We never keep you waiting. We have

A Million Dollars' Worth

of stock to draw from, embracing almost everything in the line of

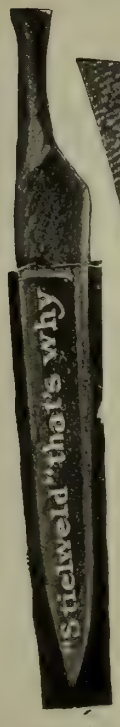
Hardware, Mill and Factory Supplies

Being only a mile or so away from the great sources of supply in Detroit, Mich., our buyer calls there every day making selections. Whenever you get an inquiry for anything in hardware, mill or factory supplies, don't turn it down because you haven't it in stock. Take the order—then write us for it. We ship orders the day after they are received—very often on the same day—and our

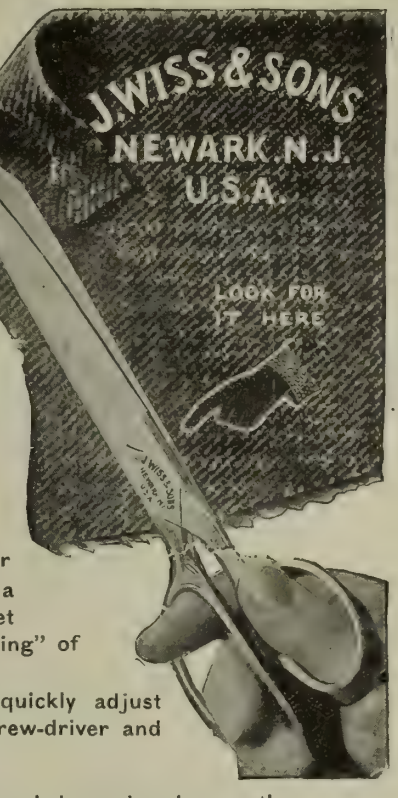
Prices are the Closest Obtainable.

The Walkerville Hardware Co.

Walkerville, - Ontario



WISS



"Stielweld"
TAILOR SHEARS
WITH
Simplex Shear Bolt

The peculiar construction of the Wiss Shear Blades makes the cutting edges come together in a perfectly straight line, and the blades thus meet one another without the usual "gnawing and grinding" of the one edge upon the other.

The Simplex Bolt enables the operator to quickly adjust the shears to work looser or tighter by the use of an ordinary small screw-driver and a slight turn of the nut.

The shears can be easily taken apart.

The bolt when taken out of the shear consists of only two parts and can only be replaced correctly.

No springs, no levers or other parts to be lost or become out of order.

The bolt is so simple and practical in construction that it at once receives the endorsement of all mechanics and tailors who see it.

This improved bolt and the "Stielweld" process, which give Wiss Shears and Scissors their wonderful cutting properties, make them the most popular with tailors throughout the world.

Wiss Shears are no higher in price than the ordinary shears of the same size and general appearance.

Established WISS 1848

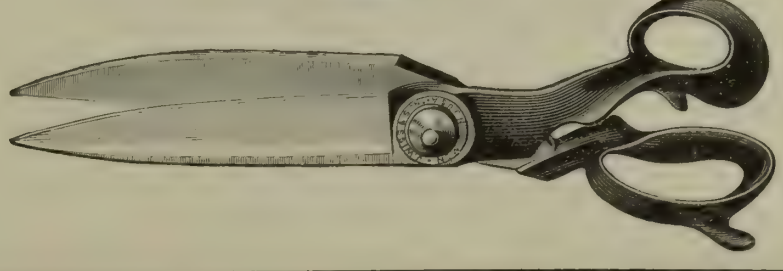
LEWIS BROS., Limited, MONTREAL

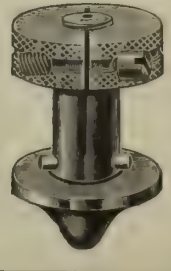
OTTAWA TORONTO VANCOUVER CALGARY

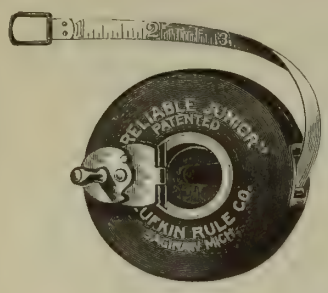
ASK ONE OF OUR TRAVELERS TO SHOW YOU SAMPLES



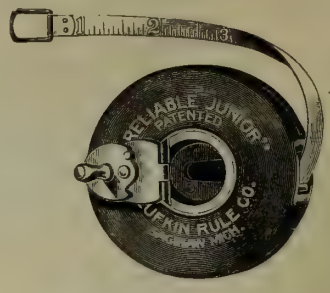








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MEASURING TAPES

the culminating product of a quarter century's experience, recognized everywhere for their accuracy, durability and superior workmanship, are now

MADE IN CANADA



This cut shows our factory located at the corner of Caron and Wyandotte Avenues, Windsor, Ontario. Here skilled Canadian workmen make the same high quality of goods that has already made our American product world-renowned. Every merchant will find it greatly to his advantage to investigate our proposition. Illustrated catalog cheerfully sent on request.

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NEW COLD PROCESS

HORSE NAILS

Size No.	3	4	5	6	7	8	9	10	11	12
Length,	1 5/8	1 3/4	1 15/16	2 1/8	2 5/16	2 1/2	2 11/16	2 7/8	3 1/16	3 1/4 in.

PACKAGES

Nos. 3 and 4, put up in 1-lb. cartons
Nos. 5 to 12, put up in 5-lb. cartons
} Packed in 25-lb. Boxes



Corner in Sorting Room, showing Nails being picked over before they are packed.

"M.R.M." NEW COLD PROCESS HORSE NAILS, although only a short time on the market, have been received with great favor by the Farriers of this country, and are acknowledged by many to be the equal of any Horse Nails made.

Features that distinguish them from other brands are: Their Perfect Pattern, Proper Proportions and Fine Finish. Taken altogether they are the most satisfactory and desirable Horse Nails for the Farrier to use.

Samples and prices of "M.R.M." New Cold Process Horse Nails will be sent gladly on request.

The Montreal Rolling Mills Co.

D.H.HOWDEN&CO.

LIMITED

Wholesale Hardware

200 to 206 York St., - LONDON, ONT.



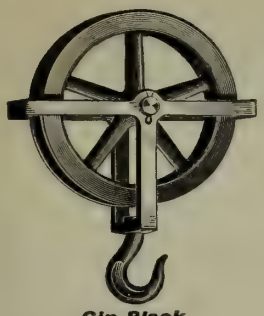
We have made provision for large spring business, and we can assure our customers prompt deliveries for large or small consignments. Stock is the largest and most complete ever carried.

SEND YOUR MAIL ORDERS TO

D. H. HOWDEN & CO., THE QUICK SHIPPERS

LIMITED

Pulley Blocks for Every Purpose

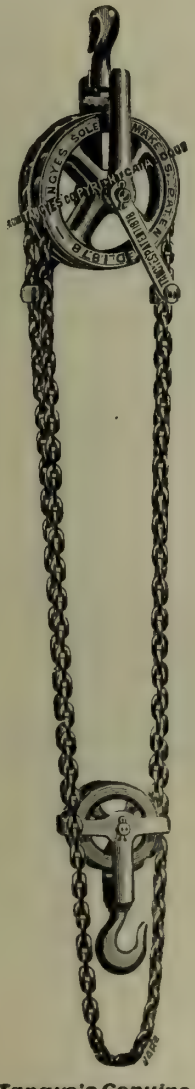


Gin Block

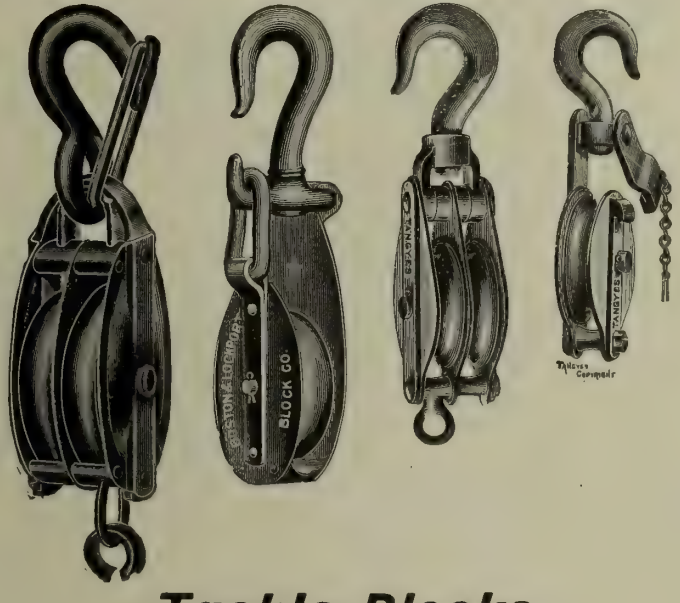


Wood Tackle Block

F. & W.



Tangye's Genuine Weston Block with Patent Chain Guides





Round's Spur-Geared Block with Gear Case Removed

Tackle Blocks

Wood, Steel, Wrought Iron, Galvanized Iron.

Chain Blocks

Weston Pattern, Tangye's Genuine Weston Pattern, Tangye's Genuine Geared, Round's Spur Geared, Round's Improved.

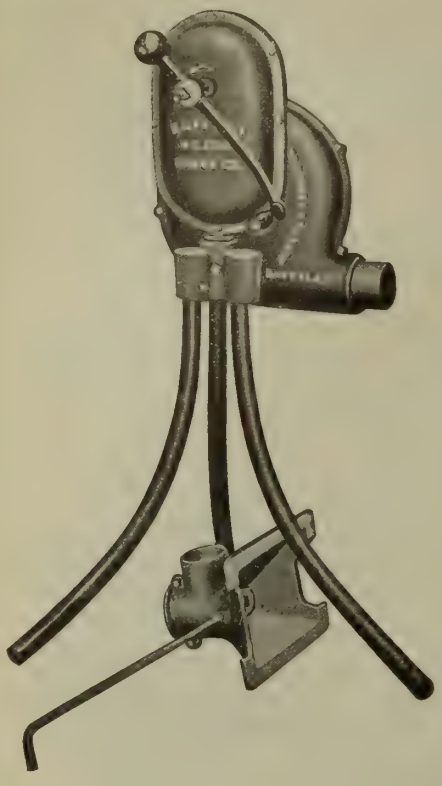
The lines illustrated herewith, as well as a great many others, are fully described in our general catalogue.

Ask our travellers to quote, or write direct

FROTHINGHAM & WORKMAN, Ltd.

WHOLESALE HARDWARE AND IRON MERCHANTS

MONTREAL, - CANADA



The Blacksmith's Trade

is yours if you look after it. If you don't attend to it the other fellow will get it.

If a blacksmith is a wide-awake man you should have little difficulty in selling him a No. 200 Buffalo geared hand blower. Sell one to your first blacksmith customer, and his competitor will want one too. He will have to have one to keep pace with his rival. No machine of modern invention has done more towards making blacksmithing profitable than Buffalo geared blowers. They are rapidly driving out the old leather bellows. You ought to have one of these blowers on your display floor. The cost is not much, and it will not be long before you will realize a profit.

The No. 650 forge with No. 200 Buffalo geared blower attached will do the work of any ordinary blacksmith shop. It saves all the trouble of building a brick hearth. It is simple and powerful, with all the moving parts enclosed in a dust-proof casing. Light and graceful in design and fitted with the folding work support and half hood. The blower has a powerful blast, and will produce a welding heat on 3-in. iron in 5 minutes, or on 4-in. iron in 10 minutes. It is exactly the forge for country and town blacksmith shops.



We will send you a catalogue showing our full line if you desire.

Caverhill Learmont & Co

Hardware, Iron and Steel

Head Office and Warehouse, MONTREAL. **Warehouse at WINNIPEG, MANITOBA.**

Showrooms, TORONTO, 77 York St. Ottawa, HOLBROOK CHAMBERS. QUEBEC. FRASERVILLE.







Community Silver

is heavier than ordinary silver plate; it is called "triple plus."

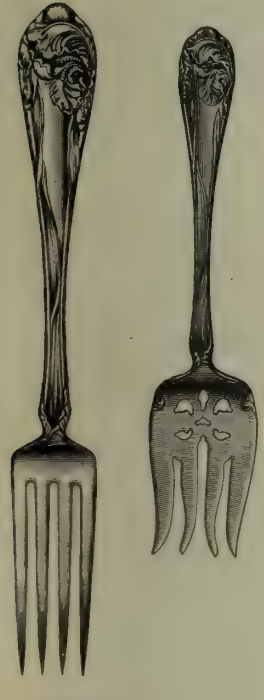
It is so good it looks like sterling.

The designs are the work of artists, executed by the most skilled workmen.

Note the beauty and individuality of the design illustrated. It is known as

"FLOWER de LUCE."

We can give you the agency in your town for **"Community Silver."** Write to us or ask our travellers about it.











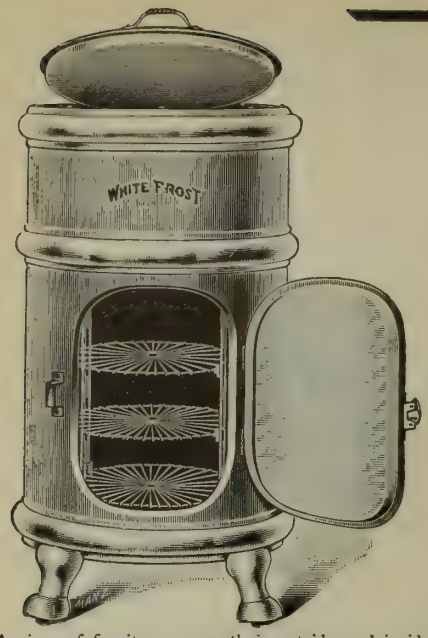
Caverhill Learmont & Co

Hardware, Iron and Steel

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Showrooms, TORONTO, 77 York St. OTTAWA Holbrook Chambers.

QUEBEC. FRASERVILLE.



A piece of furniture as spotless outside and inside as the driven snow. A handsome piece of furniture which the housewife wants as soon as she sees it.

Every Woman Wants It.

The success of the century. People appreciate merit. The demand of the past two years were but "ripples on the beach" compared to the tidal wave of orders rolling in this year for the

White Frost Refrigerators

The **one** and **only** one Refrigerator that is sanitary in every respect. Clean, sweet, pure refrigeration means wholesome food.

It is a metallic Refrigerator, made entirely of galvanized sheet steel with solid brass trimmings—cannot shrink, swell, warp or decay. There is not a bit of wood as large as a tooth-pick connected with it in any manner.

It is coated with white enamel inside and out (excepting ice chamber.) After it has been coated with white enamel, it is placed in an oven of high temperature and the enamel thoroughly baked on.

It is cylindrical in form, and has no nasty corners to dig out—can wash it out perfectly in a minute.

Has revolving shelves, (no reaching over a pitcher of milk or jabbing a sleeve into a dish of butter); just turn the shelf and bring everything to you. These shelves are adjustable, can be raised or lowered instantly; are made of wire and beautifully tinned. They are light, strong with no surface to catch the drippings from a dish that might be accidentally overturned, therefore they are always clean, and they are likewise removable, quickly taken out and replaced.

The principle of refrigeration in the **"White Frost"** is simply perfect, maintaining a cool, dry atmosphere all the time. Guaranteed to keep as low a temperature and as dry an atmosphere in the provision chamber as any refrigerator made. The **"White Frost,"** is the people's Refrigerator, sells at sight, and every one sold brings another buyer.

Write us to-day for terms and descriptive literature.

If you would have the Refrigerator trade of your town you must sell the **"White Frost Refrigerator."** Every woman wants it as soon as she sees it, because it is handsome as well as good.



"Dear Bob, I want you to buy mea White Frost Refrigerator."

LEWIS BROS., LIMITED

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OTTAWA

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CALGARY
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ESTABLISHED 1840



Does your trade demand the best ?

Then you need Nelson's Brooms.

Each "Pansy" Broom is enclosed in a separate wrapper.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

CORPORATE O&C MARK

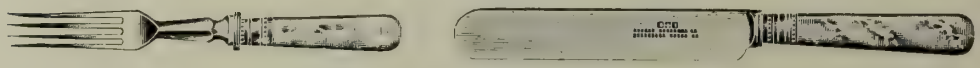
JOSEPH ELLIOT & SONS, SHEFFIELD, ENGLAND

Pearl Handle Knives and Forks in Cases

CORPORATE O&C MARK



Dessert Knives and Forks
No. 736—Pearl Handles, Silver Plated Blades and Ferrules



Dessert Knives and Forks
No. 04611—Pearl Handles, Plated Blades and Ferrules



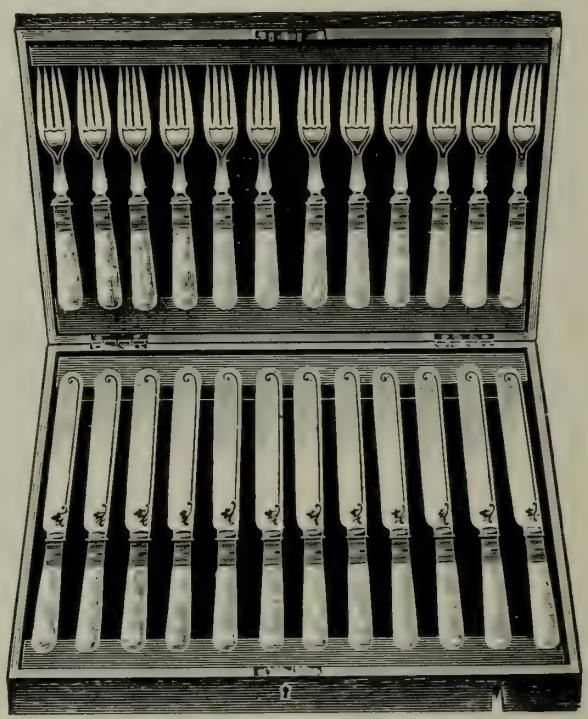


Fish Knives and Forks
No. 764—Pearl Handles, Plated Blades and Ferrules





Dessert Knives and Forks
No. 4085 Pearl Handles, Plated Blades and Ferrules



Dessert Knives and Forks
No. P1183 Pearl Handles, Plated Blades and Ferrules

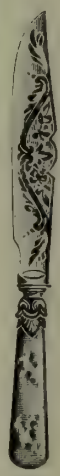


Fruit Knives and Forks
No. 9 Pearl Handles, Plated Blades and Ferrules





Fish Knives and Forks
No. 3939 Pearl Handles, Plated Blades and Ferrules





Fruit Knives
No. 5 Pearl Handles, Plated Blades



Fish Carvers
No. 5—Pearl Handles, Plated Blades, Sterling Ferrules



Table Knives and Forks
No. 04611 Pearl Handles, Plated Blades and Ferrules



Fruit Knives
No. 3—Pearl Handle Plated Blades

H. S. HOWLAND, SONS & CO. LIMITED

We Ship Promptly

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Our Prices are Right

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

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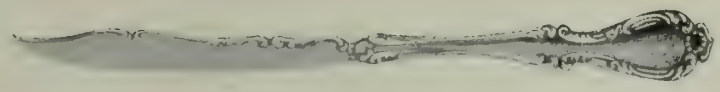
138-140 WEST FRONT STREET, TORONTO

Wholesale Only

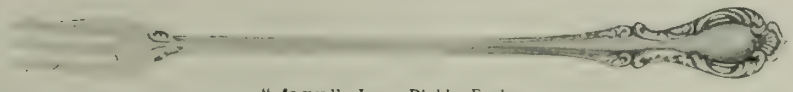
R. WALLACE—SILVER PLATED WARE

1835 R. WALLACE

1835 R. WALLACE



"*Joan*"—Twist Butter Knives



"*Joan*"—Long Pickle Forks



"*Anjou*"—Dessert and Table Knives



"*Joan*" Sugar Shells



"*Joan*" Dessert and Table Forks



Silverware Cabinets



"*Anjou*" Dessert and Table Forks



"*Anjou*" Gravy Ladles



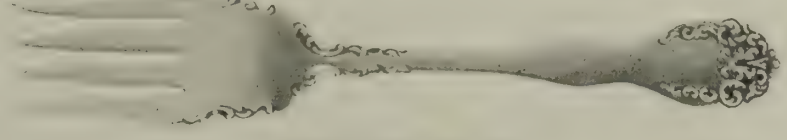
"*Joan*"—Berry Spoons



"*Anjou*" Coffee, Tea, Dessert, Soup and Table Spoons



"*Joan*"—Coffee, Tea, Dessert, Soup and Table Spoons



"*Anjou*" Cold Meat Forks



"*Anjou*" Pie Knives

Sterling Silverware quoted on application

H. S. HOWLAND, SONS & CO., LIMITED

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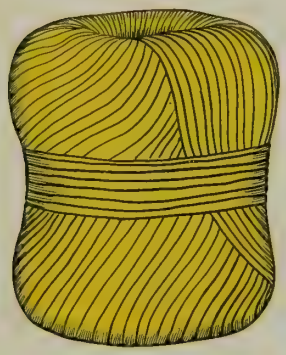
Opposite Union Station

Our Prices are Right

A Few of Our Leaders

Twines

Finished and
Unfinished.



Wrapping,
Grape,
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Hawsers,
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Manila Tow Lines, any length,
Lion Brand Lathyarn,
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Three and Four Strand
any length.
Tallow, Plumbago or Graphite Laid.
We make but one grade, the

BEST

Transmission Rope.

Guaranteed to give the highest
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LION



TRADE MARK.

BRAND
stands for QUALITY.

Binder Twine



Red Cap, 600 ft. per lb.
Tiger, 550 "
Standard, 500 "

Clothes Lines,
Halters,
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Halyards, etc.

Tarred Cordage.

Ratline,
Marline,
Houseline, etc.
Packings, Core Rope.

The Consumers Cordage Co., LIMITED

Manufacturers of Manila, Sisal, Italian, Russian, Jute, Cordage in any form.

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STOCKS HELD AT PLACES UNDERLINED IN BLUE.

Cutlery and Plated Ware That Sells

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Send for Catalogue.

The McGlashan, Clarke Company, Limited

Niagara Falls, - - Canada.

The Right Kind of Binder Twine



RIGHT

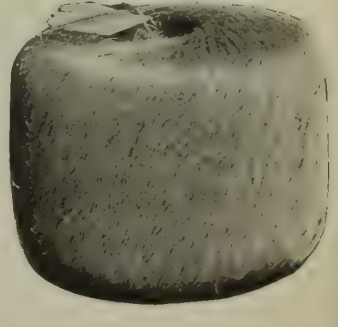
In the quality of materials.
In every process of manufacture.
In the length, uniformity and strength of the twine.
In the sack that holds it.
In the serviceable, machine-laid rope used for tying the bales.

Every Ounce of Every Bale, Solid Value.
Four Brands—Four Lengths—All Guaranteed.

GILT EDGE—650 ft., Pure Manila.
GOLD LEAF—600 ft., Manila.
SILVER LEAF—550 ft., Standard Manila.
MAPLE LEAF—500 ft., Standard.

Rope and Cordage of All Kinds.

MADE IN CANADA



BIGGEST IN VALUE
THEREFORE
BEST TO SELL

Write for Samples and Prices.

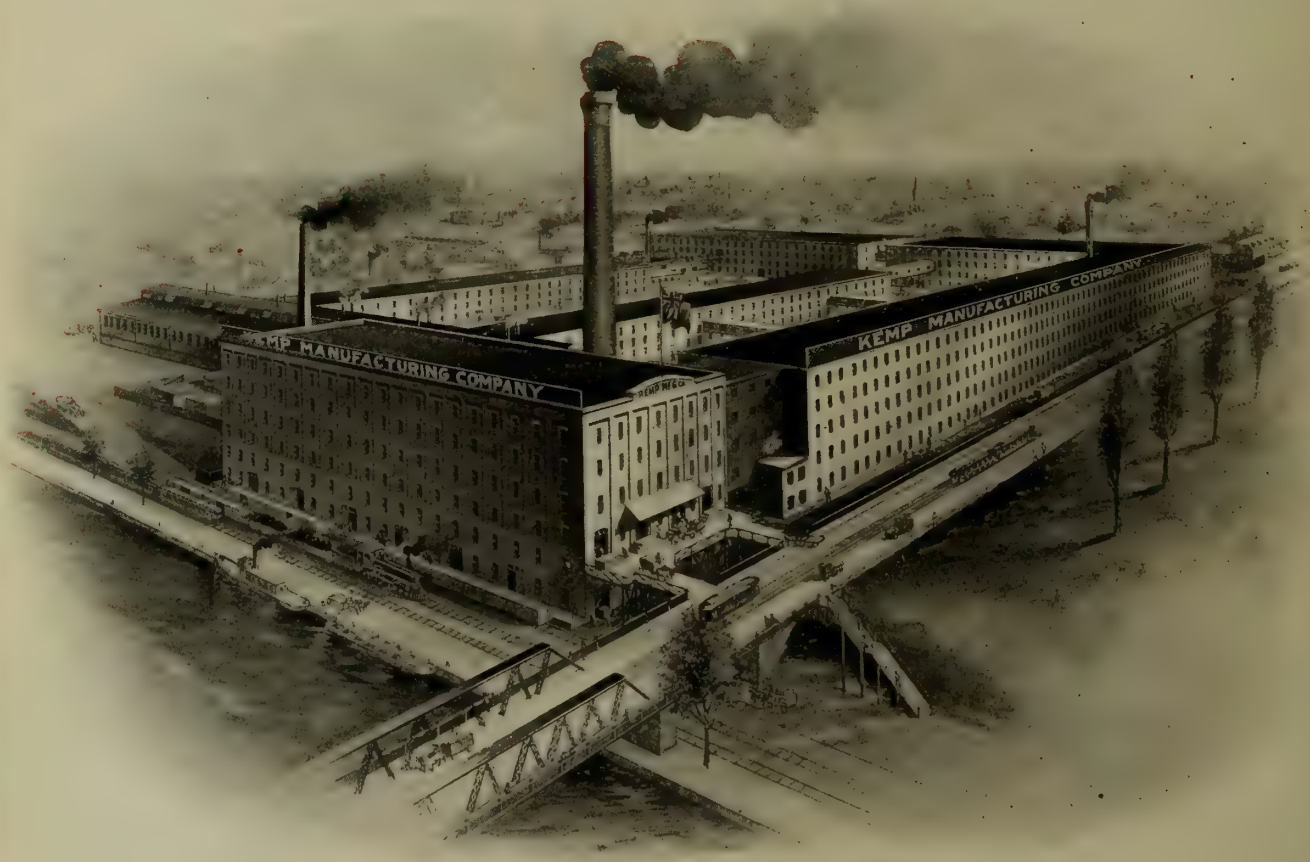
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BRANTFORD, - - - CANADA

Kemp Manufacturing Co.

Toronto

Highest Grade Enameled Ware



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THE KEMP MANUFACTURING CO., OF MONTREAL, LIMITED. — 39 St. Antoine St., MONTREAL

"Pandora" Range Scored a Triumph From The Word "Go" Because—

OVEN.—Is ventilated, large, fitted with thermometer lined with sheet steel, and a uniform baker.

FLUES—Special construction of the flues forces the heat around the oven twice and directly under every pothole—makes the "Pandora" range a perfect baker and a perfect cooker at the same time.

FIRE BOX.—Is fitted with triple, triangular grates, sectional cast-iron linings, is scientifically proportioned to the size of the oven, a great heat producer and consumes very little fuel.

RESERVOIR.—Is stamped from one piece of sheet steel and given three heavy coats of the best enamel. Finished in pure white, and has a smooth, hard surface, which is easily cleansed and perfectly free from taint—no other range is fitted with enamelled reservoir.

THERMOMETER.—The most successful thermometer yet invented is used in the "Pandora" range. It registers the exact heat of the oven, and can be thoroughly relied upon.

COAL GRATES.—Are made of three bars with short teeth which chop off clinkers easily. Three bars make the grate stronger, and wear longer than a two-bar grate.

WOOD GRATE—Is so constructed that it will fit when the coal grate is in place. Is built exactly the same as the wood grates used in our "Famous" wood burning cook stoves, which have been a success for years.



McCLARY'S

Head Office and Factories

London, - Canada

Distributing Branch Warehouses at

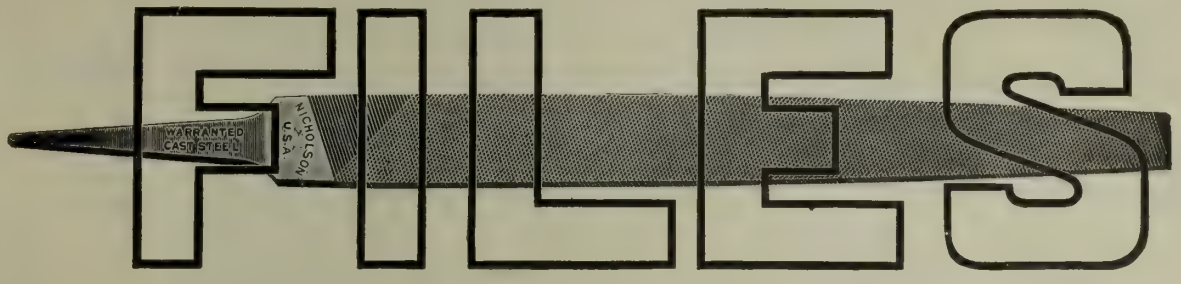
TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY.

APPEARANCE.—Has heavy leg base and body, bold, strong carving, rich nickel dress, and is in every way a handsome range.

FIRE BOX LININGS.—Are composed of five heavy pieces of cast-iron. Any section can be replaced without disturbing the others.

BROILER DOOR.—Large enough to admit the largest broiler or toaster.

EMERY ROD.—Handy for sharpening knives or drying cloths.



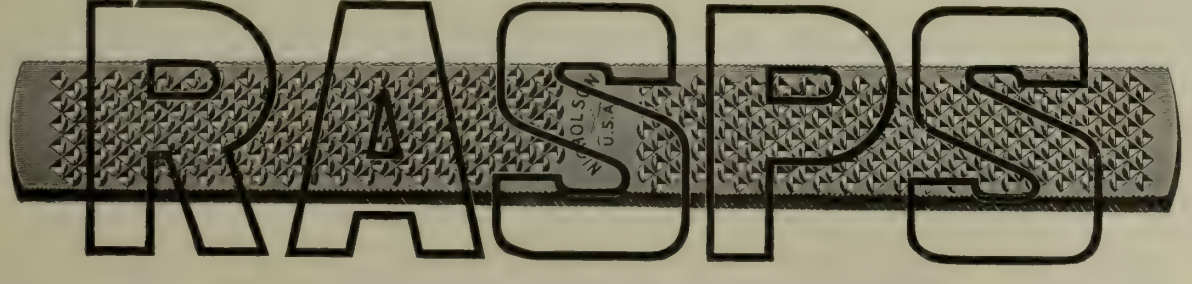
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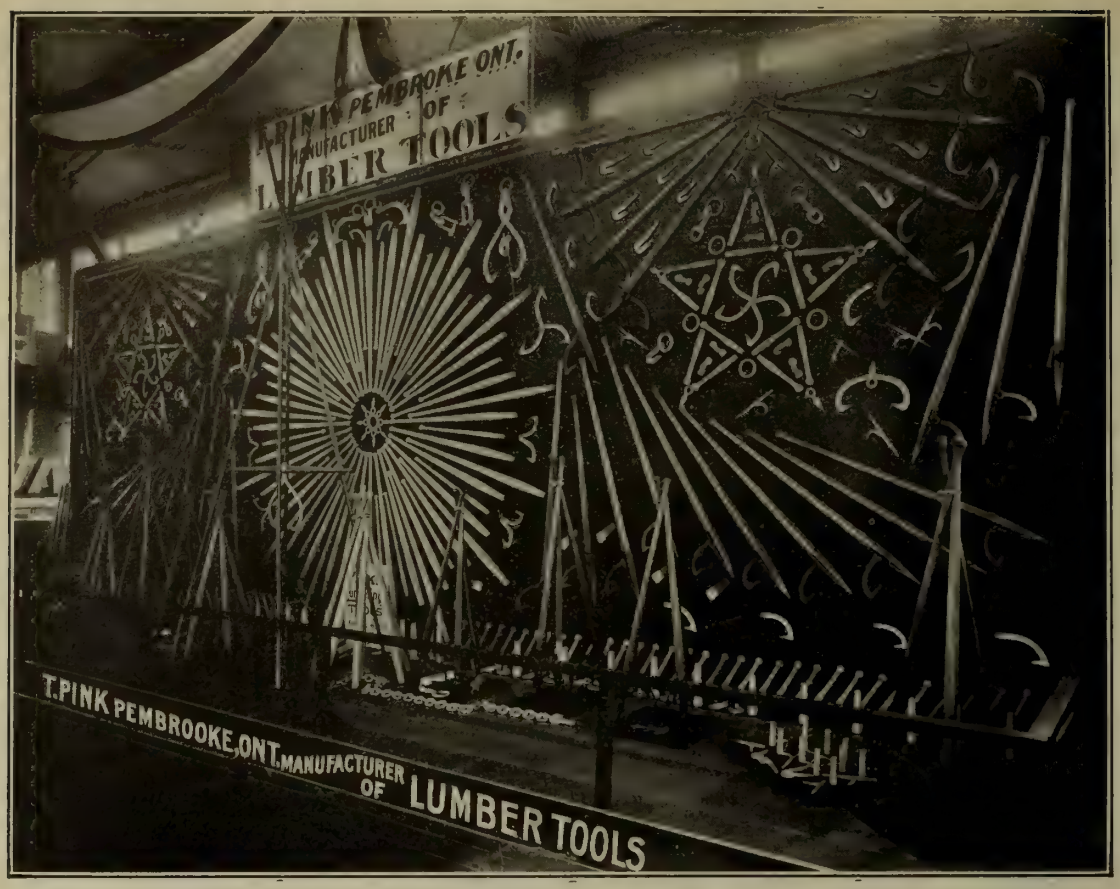
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Dominion Works : PORT HOPE, ONT.





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Useful for 500 Purposes.

'ATLAS' Brand



IS THE BEST
IN THE MARKET

Scotch Glue

SOLE MANUFACTURERS:

QUIBELL BROTHERS, Limited, Newark-on-Trent, England

The Galt Art Metal Co., Limited

GALT, - ONTARIO

Manufacturers of High Grade Sheet Metal Building Materials.

The House which always has and always will protect its Dealers and Agents. The House which enters into a binding agreement to do so—no empty assertions or promises.

This is The House, Mr. Dealer, for you to connect yourself with, if you wish to secure a large and profitable share of the roofing trade of this prosperous land.

Galvanized Steel is fast becoming and must eventually entirely be the roofing material of this, The Greatest Country of the 20th Century. Wood Shingles are a "back number," and Composition Roofings are at best only an experiment. This valuable roofing trade rightly belongs to the Hardware Man and the Sheet Metal Worker. Are you going to look after it, Mr. Dealer, or are you going to force it into other and eager hands? It's up to you.
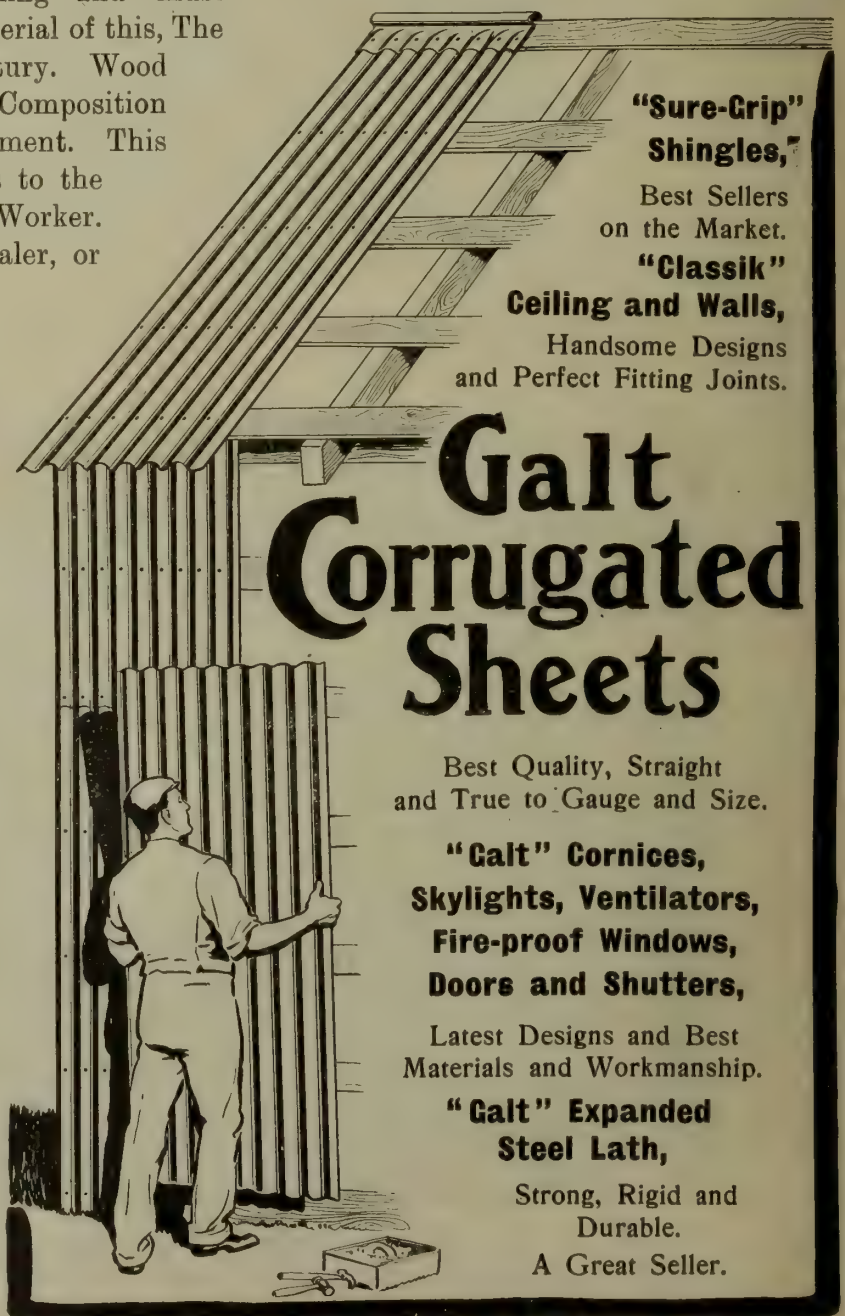
This is the house where all receive the same Cheerful, Prompt, Accurate and Intelligent Attention, both to orders and correspondence. We are also noted for our Quick Shipments. These are very important points and play no small part in the matter of our great success.

You—Mr. Dealer—will receive the benefit of our large and effective advertising campaign, which is being carried on in all the leading Farm and Home Papers, as well as all Trade and Manufacturing Journals.

We want to have a close understanding with you so that we may refer to you the numerous enquiries which pour in every mail.

Write us for our Proposition and our Representative will see you immediately. Lose no time—your competitor may "pick this plum."

The Galt Art Metal Co.
Galt, Ontario LIMITED



"Sure-Grip" Shingles,
Best Sellers on the Market.

"Classik" Ceiling and Walls,
Handsome Designs and Perfect Fitting Joints.

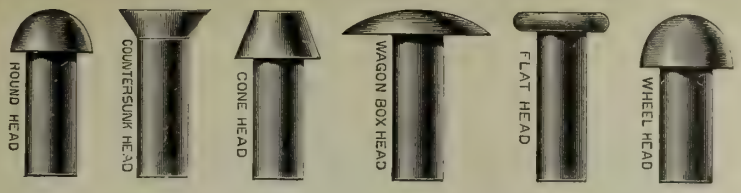
Galt Corrugated Sheets

Best Quality, Straight and True to Gauge and Size.

"Galt" Cornices, Skylights, Ventilators, Fire-proof Windows, Doors and Shutters,

Latest Designs and Best Materials and Workmanship.

"Galt" Expanded Steel Lath,
Strong, Rigid and Durable.
A Great Seller.

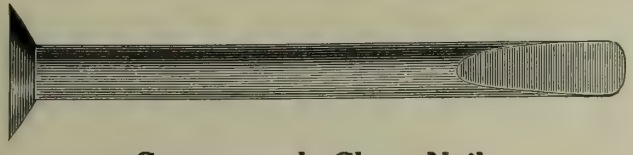


Iron and Copper Rivets

of every description. 1-2 inch diameter and smaller



Iron Burrs and Small Washers



Countersunk Clout Nails

We Manufacture

Norway Iron Rivets,
Copper and Brass Rivets,
Iron and Copper Burrs,
Tubular Rivets,
Bifurcated or Slotted Rivets,
Wire Nails, Copper Boat Nails,
Escutcheon Pins, in Brass and Steel,
Carpenters' Braces,
Felloe Plates and Washers,
Carriage Knobs, made from steel.

AND OTHER HARDWARE SPECIALTIES

The Parmenter & Bulloch Co., Limited

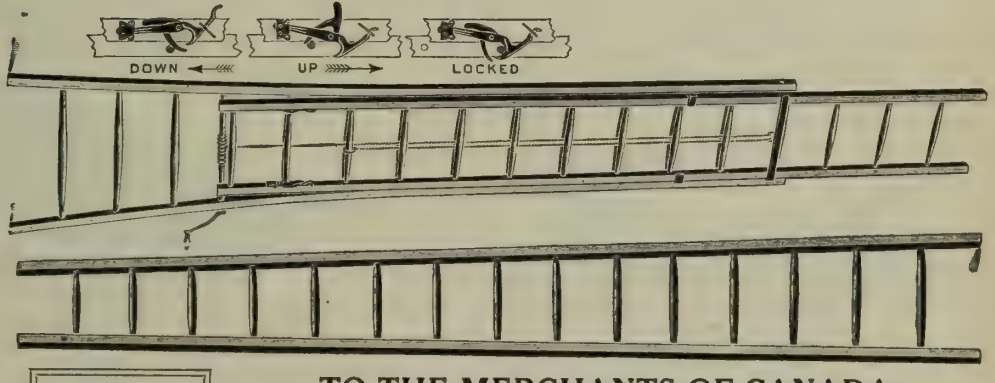
GANANOQUE, - ONTARIO

BRANCHES:

MONTREAL : 32 St. Dizier St., Phone No. Main 1023

TORONTO : 29 Melinda St., Phone No. Main 1483





We also manufacture the latest thing in Hay Slings and Carriers.

TO THE MERCHANTS OF CANADA

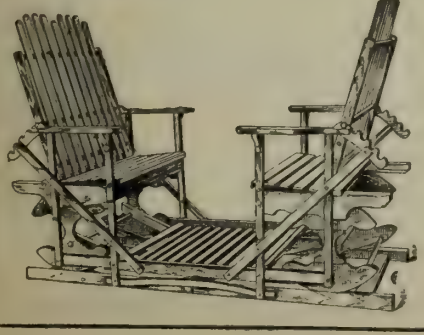
These cuts are only a few of the many styles we manufacture. Before placing your Spring order, write for our Catalogue and Prices.

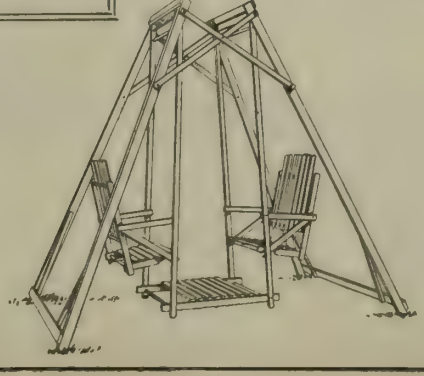
Awaiting your commands, we are,

Yours very respectfully,

THE STRATFORD MFG. CO., LTD.

STRATFORD, ONTARIO







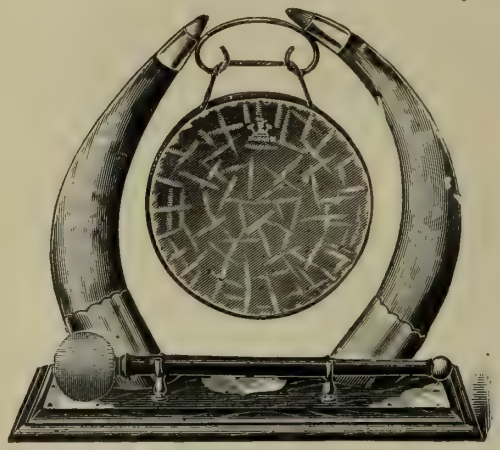
English Silverware

¶ Would you have the coming year bring you increased patronage, profit and prosperity?

¶ Get into line, and carry a small range of good silverware, and you will be well rewarded.

¶ Wide awake buyers have realized this and are already reaping a rich harvest.

Here are one or two suggestions.



049. Gong—Oak Base.
Cape Horns, E.P. Mts.



4537. E.P.N.S. Entree Dishes.
(all sizes.)

¶ Don't wait too long. Write immediately for our catalogue, and "Do it now."

Stock carried in Montreal ready for immediate delivery.

John Round and Son, Limited

MONTREAL

ESTD.
1847.

FACTORIES:
SHEFFIELD, ENG.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.



For Sale by the TRADE in Canada. Write for catalogue and samples to

JOBBERS AND

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U.S.A.

WANTED IN A HURRY

LEATHER BELTING is often wanted in a hurry and the enterprising Hardware Merchant who carries a small assorted stock ready for any emergency is going to get the business.

We can supply you with anything and everything in **LEATHER BELTING** at the shortest notice.

Our

"CLIMAX"

Brand

is the acme of perfection in belt making and our years of experience and high-class workmanship—in fact our whole reputation is behind it.

Let us know your wants.

SADLER & HAWORTH

BRANCHES AT ST. JOHN'S WINNIPEG CALGARY VANCOUVER.

TANNERS & MANUFACTURERS OF

OAK LEATHER BELTING

FACTORIES MONTREAL - TORONTO.

SHORT CUTS IN BUSINESS

are where the profits are made. Every plumber and steamfitter can profit by the experiences of other men in the trade. Of course you cannot call on all the most successful men in the business but

PLUMBER AND STEAMFITTER OF CANADA

can give you some of the ideas they have tried out and found to be time savers. New tools are described and with new tools and modern methods you can stand the keenest competition. If you have a Plumbing or Steamfitting department you need our paper.

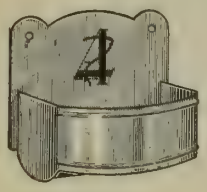
Subscription price 50c. per year to Subscribers of Hardware and Metal. Issued 2nd and 4th Wednesdays.

PLUMBER AND STEAMFITTER OF CANADA

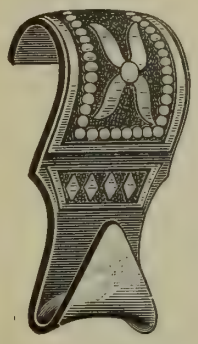
MONTREAL TORONTO WINNIPEG

TAKE THE

FORSYTH LINE



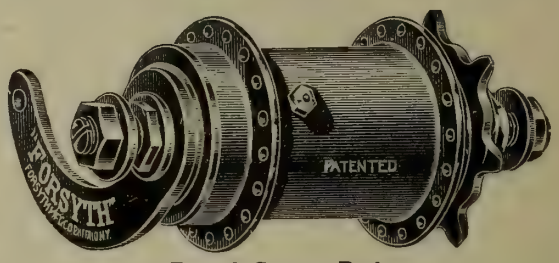
Match Safe



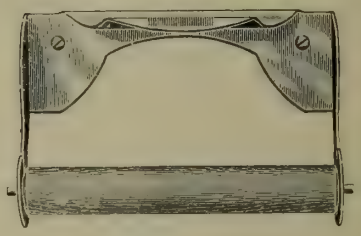
The Beauty Moulding Hook

To Success

It is a quick and certain route to good and lasting profits, because every item in the line is chuck full of up-to-date attractiveness and the real solid merit of usefulness. Besides this, the prices appeal to economical people and

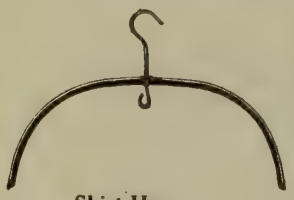


Forsyth Coaster Brake



Toilet Paper Holder

YOUR MARGIN OF PROFIT



Skirt Hanger



The Orient Moulding Hook

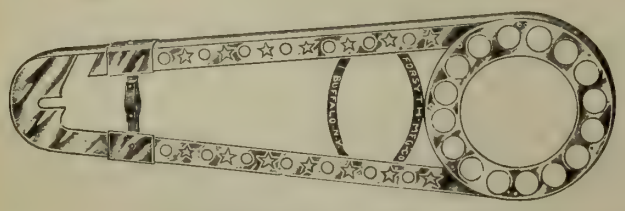
is really excellent. No merchant who deals in Household and Hardware Specialties, Moulding Hooks, Bathroom Accessories, Garment Hangers, Bicycle Sundries, etc., can do as well without the Forsyth line as with it.



House Cleaver



Trousers Hanger



Full Metal Chain Guard

Write

To-day About a Permanent

Agency for the

FORSYTH LINE

Forsyth Manufacturing Co.

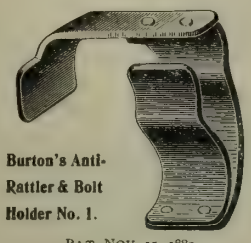
BUFFALO, N.Y.

W. F. CANAVAN, 13 St. John St., MONTREAL Representative.

FERNALD SPECIALTIES

Always in demand—Profit-makers for every dealer

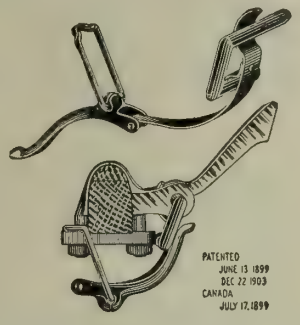
BURTON ANTI-RATTLERS



PAT. NOV. 15, 1887.
Trade Mark "Burton" Registered
Oct. 5, 1897.

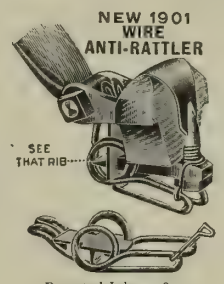
We are sole manufacturers of the Genuine Burton Anti-Rattlers or "shaft-springs." These are made in four useful sizes, of best oil-tempered steel and are thoroughly tested. They may be easily inserted or taken out with a hammer without removing bolt and will not lose out.

FERNALD QUICK-SHIFT



For simplicity and ease of operation the Fernald Quick-Shift is unequalled. Attaches to ordinary shaft-eye of any carriage, old or new, and by its use vehicle can be changed from pole to shafts or shafts to pole in an instant without tools of any kind. No rubber, leather or wear- plate. Made with best oil-tempered steel spring.

1901 WIRE ANTI-RATTLER



Patented July 1, 1890,
March 25, 1902.
Patented, Canada, Oct. 1, 1901.

For those desiring a wire anti-rattler our 1901 possesses superior merit. Improved in shape and guaranteed to fit any shackle. The shape of the plate draws the coil to the inside when attached. The improved rib-plate overcomes any squeaking or wear.

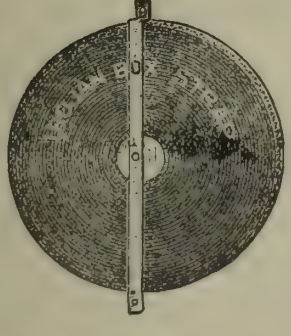
Carried generally by leading jobbers throughout the provinces.

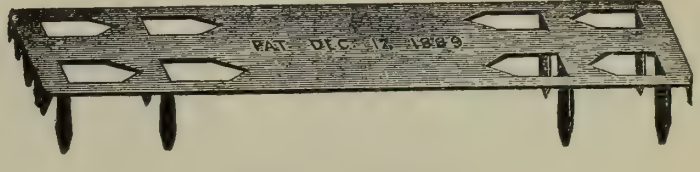
Jobbers supplied by the manufacturers.

FERNALD MFG. COMPANY, Inc., NORTH EAST, PA.

WARMINTON'S SHIPPING SPECIALTIES

Patented





CLUTCH NAILS

(for corners of cases, made in different sizes.)
The most useful article for the Shipping Room.



IMPROVED TROJAN STRAPPING

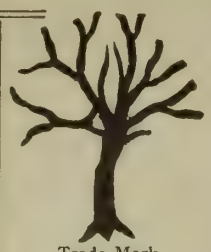
Put upon individual hangers, 300 feet each. packed 20 reels to the case. Made in ½, ⅝, ¾ and 1 inch.

PLAIN TROJAN HOOP
GALVANIZED HOOP

Shingle Bands. Box Board Fasteners, all kinds. Double and single.

J. N. WARMINTON,

43 Scott Street, Toronto, Ont. **207 St. James St., Montreal, Can.**



Trade Mark

TREE BRAND BOKER

Do YOU Know What It Means ?

It Means Quality Supreme

It means Satisfaction—To You, to Your Customer

It means Steady Sales—Every Day of the Year

It means Profits—Real Dollars in the Till

It means Customers—More Customers—Still More



Trade Mark

BOKER HAND FORGES

TREE BRAND POCKET KNIVES
TREE BRAND JACK KNIVES
TREE BRAND RAZORS
TREE BRAND SCISSORS
TREE BRAND SHEARS
TREE BRAND CARVERS
TREE BRAND HUNTING KNIVES
TREE BRAND CHEF KNIVES
TREE BRAND MANICURE IMPLEMENTS
TREE BRAND KITCHEN KNIVES

In one Standard Quality. In wide range of Pattern, Finish and Price.

England's foremost steel masters make the English bar cutlery steel used exclusively for Tree Brand.

FOR SALE BY ALL LEADING WHOLESALE HOUSES.

DOMINION WIRE MANUFACTURING CO. LTD.

HEAD OFFICE
MONTREAL

WORKS
LACHINE

BRANCH
TORONTO

Iron and Steel Wire

Barb Wire *Plain Twist*

Galvanized Wire

Galvanized Coiled Spring Fencing

Stranded Guy Wire

Brass Wire

Pure Copper Wire for Electrical Purposes

Wire Nails

Wood Screws

Bright Wire Goods

Staples

Jack Chain

Spring Cotters

Steel Wire Barrel Hoops

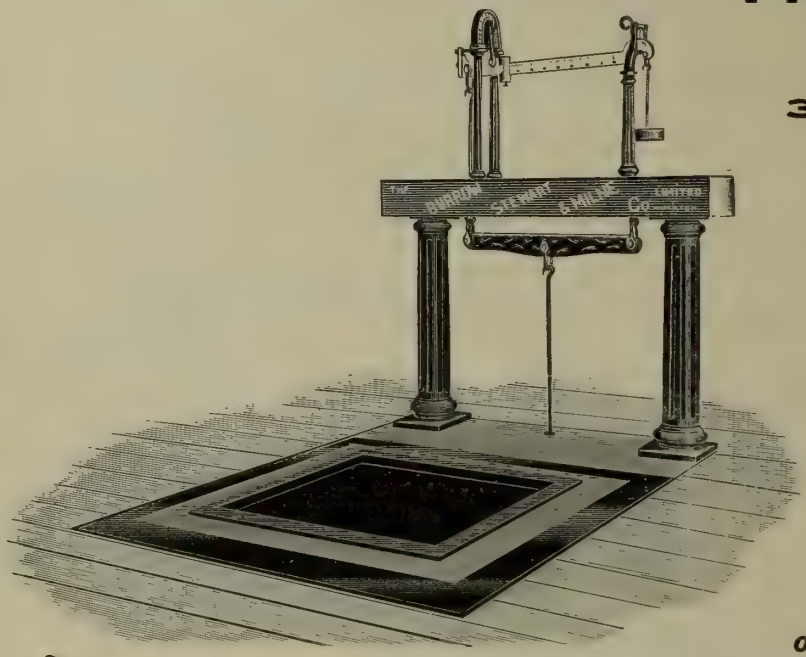
When ordering PLEASE specify

Dominion Wire Manufacturing Co's. Goods

IMPERIAL STANDARD SCALES

are **Made in Canada,** in the City of Hamilton, at the works of THE BURROW, STEWART & MILNE COMPANY, LIMITED, who have been established in the foundry business for **44 years,** and have been manufacturing Scales for **30 years.**

Scales of all kinds, for use in any business, of all capacities, from a fine Druggist's Scales, weighing 1 **Drachm,** to a great Railway Track Scale, weighing 100 **Tons** or more.



Platform Scales

OF ALL CAPACITIES

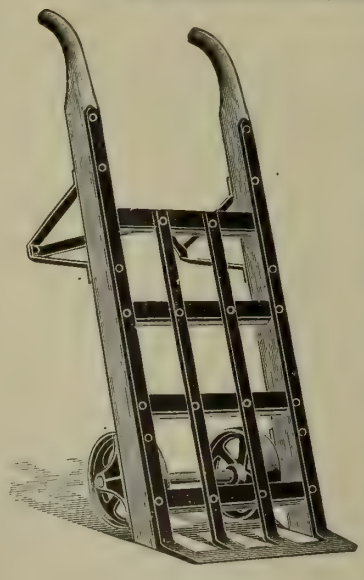
300 lb. to 3,000 lb.



OVER 300 VARIETIES, INCLUDING

Butchers' Scales, Bathroom Scales,
Confectioners' Scales, Dairy Scales,
Druggists' Scales, Foundry Scales,
Grain Warehouse Scales,
Grain Elevator Scales, Grocers' Scales,
Tea Scales, Letter and Postal Scales,
Railway Depot Scales,
Railway Track Scales,
Rolling Mill Scales,
Salt Meat and Fish Scales,
Stock Scales.

Steelyards, Weigh Beams and Store and Warehouse Scales of all kinds.



TRUCKS

Warehouse Trucks
Railway Trucks
Steamboat Trucks
Barrel Trucks
Wagon Trucks Four Wheels
Baggage Barrows
Stone Trucks

Separate List of Trucks Sent on Application.

We make also a special cheaper line of Even Balance, Union and Platform Scales, which are very popular, and known as

CHAMPION JEWEL SCALES

THE BURROW, STEWART & MILNE COMPANY

LIMITED

HAMILTON, - ONTARIO

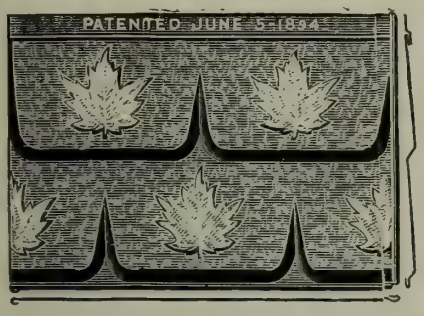




THE TORONTO ENGRAVING CO., Limited

"WE WORK WITH THE TRADE"

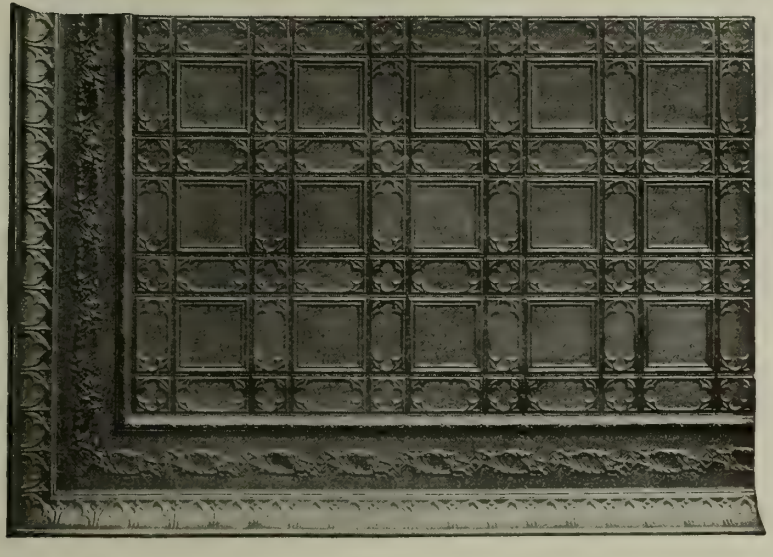
Our sheet metal building specialties are the kind that make money for the dealer, because we have a peculiar way of helping him to sell. The hardwareman or tinsmith, who handles our line, has the bulge on all his competitors. Our policy of co-operation with the trade is a business-bringer, and if you are not benefitting by it, you ought to be. Send us a post card immediately and get our proposition by return mail.



"Safe Lock" Steel Shingles

I have had little trouble in selling "Safe Lock" Shingles—says one of our agents in a recent letter. **That's** the kind of metal shingle for **you** to handle. It's the only metal shingle in the world that locks **satisfactorily** on all four sides. When properly laid (which is an easy matter) "Safe Lock" Shingles are positively impenetrable to rain, snow or wind. Talk it up, among your customers, and **see** if it isn't "Easy to Sell."

Classified Steel Ceilings



are the choice of the most exacting people. Edges are trimmed true after being stamped. They are the easiest on the market to erect, yet the dealer gets as much for his work as he does on the inferior old-fashioned designs. We carry a large stock of ceiling goods, and **can ship immediately.** Send us your orders.

"Acorn Quality" Corrugated Galvanized Sheets

are the most popular barn roofing material on the market. You can make big money on this line. Our extensive advertising has created a demand for the "Acorn Quality" brand, and our travellers are at your service to assist in closing business. This is something worth thinking about. Are there any farmers building barns in your locality? Let us help you to sell them "Acorn Quality" Corrugated Galvanized sheets—the roofing that lasts.

The Metal Shingle & Siding Co., Limited

Montreal **PRESTON, ONT.** **Toronto**

SALES AGENTS:

ST. JOHN, N.B., Emerson & Fisher, Ltd.

QUEBEC, J. A. Barnard.

WINNIPEG, Clare & Brockest.

CALGARY, Ellis & Grogan.

VANCOUVER, Wm. N. O'Neill & Co.

"WE WORK WITH THE TRADE."

JUMP ON IT !

Sit on it ! Put a weight on it and let it stay all day ! None of these things can break or bend the

" DILLON "
Hinge-Stay Field Fence

The hinge-stays, the high quality of the strand wires, make the "Dillon" almost unbreakable.



WRITE FOR INFORMATION

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Aberorombie Hardware Co., Vancouver

All Anthony Fence Tied with this Knot



The Anthony **Knot** and the Newburg **Wire** make the **neatest, strongest** and **best galvanized Fence** on the market.

The most modern construction.

No injury to the wire where the **knot is tied.**

Will lie flat on the ground when unrolled and stand up **straight as a board when erected.**

All farmers must have fence.

WHY NOT SELL THE BEST

Good margin for hustling agents.

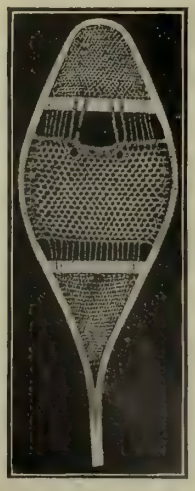
Write for catalogues and prices.

MANUFACTURED BY

The Anthony Wire Fence Co.,
Limited
WALKERVILLE, ONTARIO

Made in 20, 30 and 40 Rod Rolls.

Buy Your Snowshoes Now



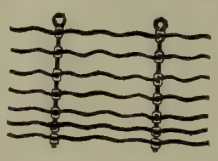
No. 56. Size 16 x 44. Lumberman's Snowshoe. (Curved Toe.)

The line embraces every possible want.

Quality and Prices Right.

Complete Illustrated Catalogue and Price List sent upon request.

THE ROBERT RYAN CO.
THREE RIVERS :: :: P. Q.
Manufacturers of Mitts, Gloves, Moccasins, Snowshoes



Our Coiled Spring Wire
is Extra Hard

Stays, Locks, and No. 13 Soft Wire for use on same.



Tie in our "AJAX" Factory Woven Fence

Merchants in Western Ontario, supplied from Hamilton. Our prices will interest you.

NATIONAL WIRE FENCE CO.
PRESCOTT, ONT.

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER
MONTREAL **TORONTO**

We Want "YOU" To Sell Our

ORNAMENTAL IRON AND WIRE WORK

It is constantly required in the **construction** and **decoration** of all classes of buildings.

The **Hardware Dealer** can secure this business and increase his profits by keeping in touch with the building requirements in his locality and getting designs, suggestions and prices from us.

The following partial list of our lines will suggest opportunities for profitable sales;

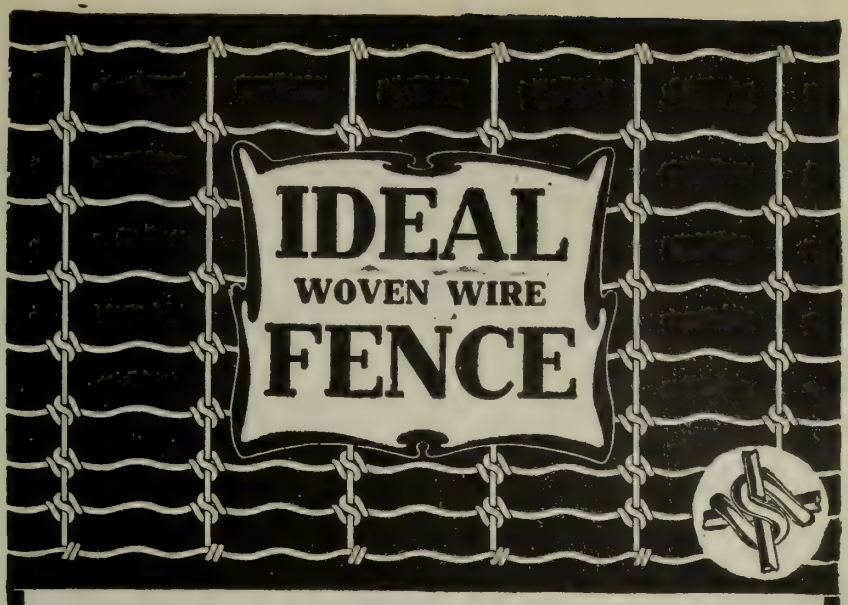
IRON and BRASS RAILINGS FOR CHURCHES and THEATRES
ORNAMENTAL IRON and WIRE FENCES and GATES
BRASS CORNER BARS FOR PLATE GLASS WINDOWS
IRON STABLE FITTINGS
OFFICE RAILINGS
WINDOW GUARDS IN IRON and WIRE
STEEL BEAMS and GIRDERS
FIRE ESCAPES
IRON STAIRS
WIRE SIGNS
BRASS SIGNS
JAIL CELLS
LAWN VASES
SETTEES
ETC.

We make and design all kinds of ornamental Iron, Brass, Bronze and Wire Work.

Catalogues, Price List full information on request.

Dennis Wire and Iron Works Co. Limited

London Canada

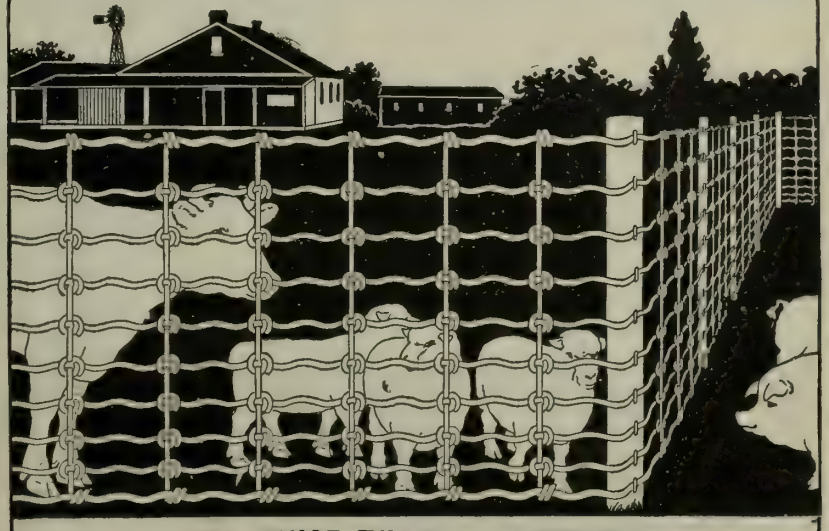


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Ideal is the standard Farm and Railroad Fence of Canada. Big, strong wires—all No. 9,—heavily galvanized and firmly locked. See how the patent lock grips uprights and horizontals together at every crossing. No chance for slips. Wires are gripped on five bearing points.

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THE FENCE THAT'S A FAVORITE

The fence that farmers buy is the fence that it pays dealers to handle. They soon find out the dealers who carry the kind of fencing that best suits their needs. That's why

Peerless Woven Wire Fence

should be carried in stock by all enterprising dealers. It has elastic and resistive qualities peculiar to itself which make it A 1 fence material and a money maker for dealers. Write and ask us and we will tell you why. Terms and prices on application.

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Dept. J, Hamilton, Ont.
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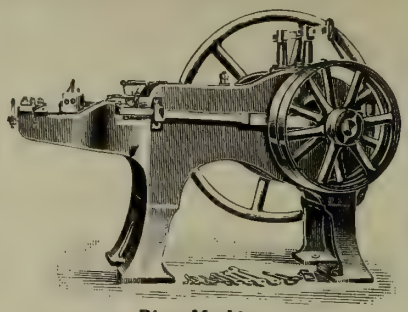
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Perfect and complete substitute for Gas and Electric Light. Magnificent, Powerful Light. Enormous Saving.

Connections with first-class firms in this branch wanted everywhere.

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ED. BRAND, ENGINEER,

'THE' Wire Working Machinery Specialist

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Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving.

Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c.

Plants working in all parts of the world. Experience extending over many years in the Wire Trade.

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NICKEL FOR NICKEL STEEL

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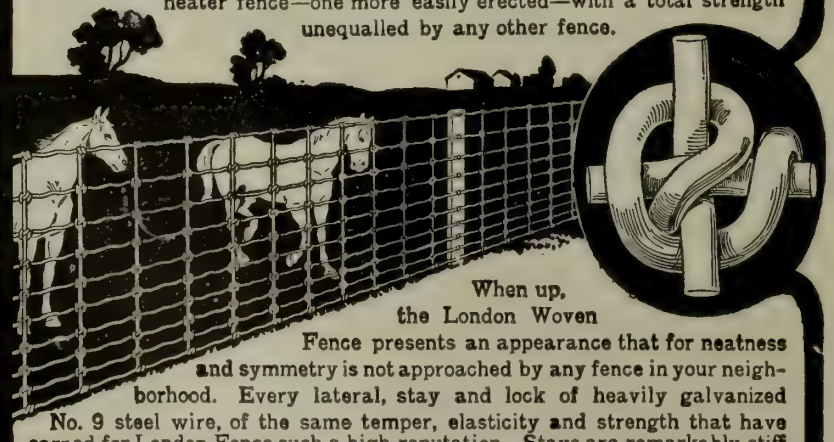
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NEW YORK CITY

London Fence

STRETCHES UP EASIEST, NEATEST, BEST

A wonderful improvement in woven fencing—that's the verdict of all who have examined the new London Woven Fence. With our improved Factory Looms we produce all even length strands—which means a far neater fence—one more easily erected—with a total strength unequalled by any other fence.



When up, the London Woven Fence presents an appearance that for neatness and symmetry is not approached by any fence in your neighborhood. Every lateral, stay and lock of heavily galvanized No. 9 steel wire, of the same temper, elasticity and strength that have earned for London Fence such a high reputation. Stays are remarkably stiff and straight—will not warp or curl. The lock is beautifully simple. Requires no weakening of wires by indenting or bruising. And you never saw a lock with a grip so marvelously tight. By long odds the biggest fence value on the market.

AGENTS WANTED in unrepresented districts.

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FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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ELECTRIC WELDED CHAIN



Is stronger, smoother and more flexible than any other Wire Chain made. Every chain is tested and guaranteed.

Cow Ties **Halters**

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Dog and Kennel Chains

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We also make the most accurate and strongest

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ever produced

McKINNON

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NEVER-LEAK ROOFING



When you put on a roofing it is because you want to **protect** as well as cover your building and its contents. Many roofings merely cover. Congo **covers** and **protects.**

Some roofings are merely paper "treated" in some manner and shortly after being laid they go to pieces or dissolve in the first hard rain.

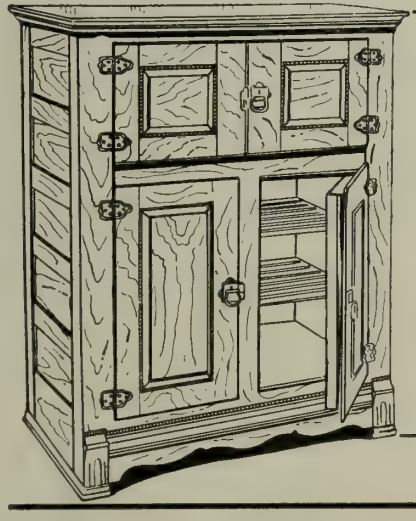
Congo is different. There isn't a particle in its composition that can be affected by water, heat or cold. It will not dry up, rot or rust.

A Congo roof never leaks, and for durability it is not equalled by any other.

Write for Free Sample and prove for yourself its superiority.

United Roofing and Manufacturing Co., Philadelphia, Pa.

Successors to Buchanan-Foster Co.,
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come it will pay you to get in touch with the fastest selling line of

REFRIGERATORS

on the market. We have them. The Sanderson-Harold line of Refrigerators appeal to your customers on the ground of Economy, Practical Efficiency, Handsome Appearance and Durability.

Write for Catalogue. Don't put it off—Now is the best time.

SANDERSON-HAROLD CO., Limited

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GILBERTSON'S COMET

Gilbertson's Sheets

and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

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have been the Standard for over half a century

"QUALITY UNQUESTIONED"

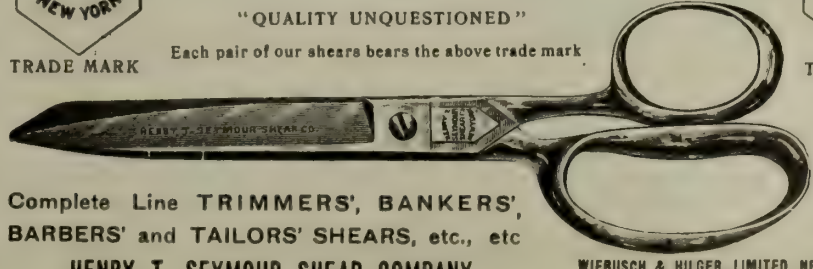
Each pair of our shears bears the above trade mark

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TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



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J. P. O'SHEA & COMPANY

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WINDOW AND COLORED GLASS

All latest designs made in ORNAMENTAL wheel and SAND CUT GLASS. Where we win always is, that we are direct importers of BRITISH AND FRENCH PLATE GLASS. We place plate glass insurance.

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Our Specialties:—Fancy Door Lights for Offices and Railway Work, Grinding, Drilling, Bevelling and Chipping.

Communicate With Us. Promptness Our Motto. Tel. Bell E. 430. Tel. Merchants 78.

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Don't Slight Details

The dealer who slights details won't amount to much from a success standpoint. Some men actually imagine that there is not enough money in

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Butcher Baskets, Clothes Baskets, Grain and Root Baskets, Berry Boxes, Crates, and Fruit Baskets,

to make stocking them worth while. When you stock our Baskets you make your customers lasting friends. Because we guarantee the goods and there IS a comfortable profit for you besides.

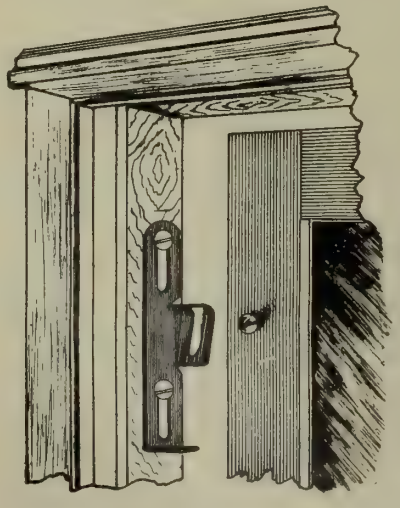
Immediate Delivery a Specialty

The Oakville Basket Co., - Oakville, Ont.

BOURQUE'S Storm Window Fastener

is the Best utility and economical Fastener yet invented.

Be the first to introduce it into your town.



UTILITY. It can be used as inside or outside fastener. It can be used as a storm window fastener in winter or as a screen window fastener in summer, or for venetian blind frames. Being fastened to the house window frame, the same fastener does for all the purposes set forth. It can also be used to lock the sash for parties closing their house in the summer. Same is done without taking out any screws, because the holes at the ends of the slots allow the screw head to pass if desired to relieve the fastener. No ladder to climb with a heavy window, all the work is done inside of the house.

ECONOMY. Once in place it is there to stay; no screws to take out every fall and spring. therefore no screws to lose every summer and buy every fall.

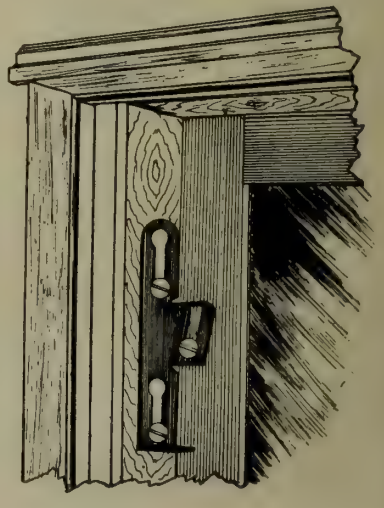
OPERATION. Once put on, the only tool required is a hammer, and a few taps on the top projection draw your window as tight as required.

UNBREAKABLE, Being made of the best steel it is indestructable and will last a lifetime.

Packed in 1 doz. set boxes (4 to a set) in a neat cardboard box, complete with screws and directions for putting on. They can be retailed for 20 cents at a good profit.

For sale by all first class wholesale hardware houses.

Patented in Canada, May 28th, 1907.



Write direct for particulars, sending the name of your jobber.

W. BOURQUE, - EAST SHERBROOKE, QUE.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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CANADIAN INDUSTRIAL BLUE BOOK
Has advantages as a Buyers' Guide and for addresses of Manufacturers throughout the Dominion.
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Publishers,
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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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Gold Coin Hat and Coat Hooks,



very graceful and mechanically correct, write us about their many good points, and the load they will hold up, order from your jobber. **James & Reid,** Sole Manufacturers, Perth, Ont.

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Weibusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

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Sieves, Riddles, Dish Covers, Fly Traps, Toilet Fixtures, Hat and Coat Hooks, Wire Clothes Lines, Picture Wires, Window Fasteners, Shelf Brackets, Finger Plates, Carded Goods, Etc.

Write for Wholesale Illustrated List.

Special attention given to Canadian enquiries.

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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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GALVANIZING AND TINNING
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We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
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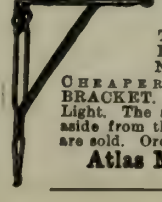
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IMPROVED CARGO GINS,
LEAD AND HEEL BLOCKS,
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GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Bit Braces, Felloe Plates.

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Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

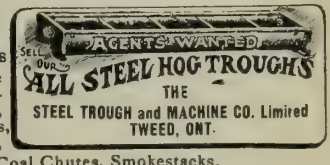
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The BEST sprayer made for spraying Flowers, Fruit, Vegetables or Disinfecting or Killing Insects and Vermin. Manufactured by
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Steel Tanks
All Kinds
Stock Tanks
Steel Cheese Vats, Thresher's Tanks, Water Troughs, Feed Cookers,



Grain Boxes, Coal Chutes, Smokestacks.

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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



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106 N. Francisco Ave.
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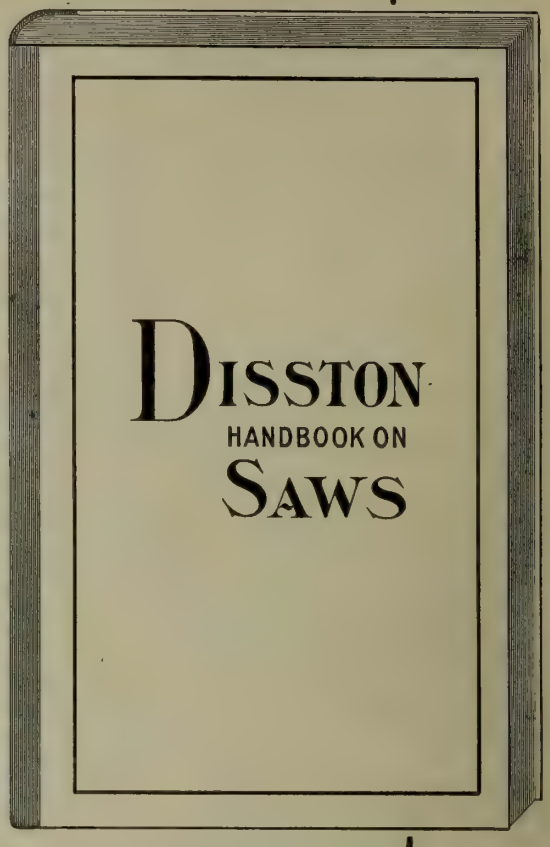
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
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17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
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General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

Yours for the Asking



A book 6x9, containing 208 pages of practical and useful information—articles on **THE MAKING** of the **DISSTON SAWS, TOOLS** and **FILES,** giving the progressive steps in their manufacture, a large number of illustrations of sections of the Works, together with Treatises on the Care and Use of Saws, etc.

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CANADIAN WORKS:
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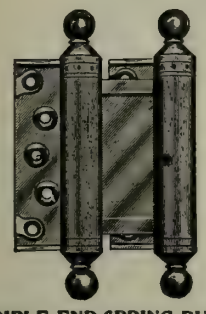
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A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



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CHICAGO BALL-BEARING FLOOR HINGE

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Chicago Spring Butt Company

CHICAGO NEW YORK

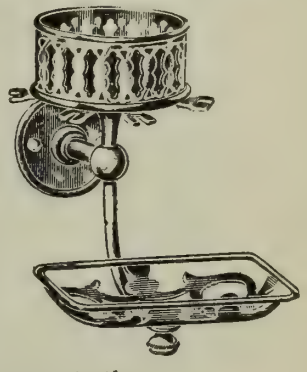
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K NIAGARA Bath Room Fixtures

BEARING THIS MARK

Will Not Rust.

They are heavily nickeled on **SOLID BRASS**—not brass-plated steel—and are designed and built to wear well.



This is one of the new ones in our catalogue, and there are 40 pages illustrating our line of fixtures.

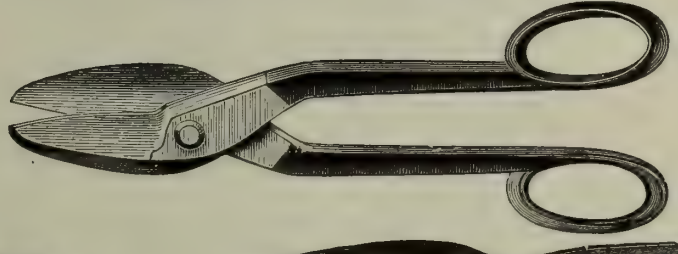
Write for a copy to the

KINZINGER MANUFACTURING CO.

100 Buttery Ave. - NIAGARA FALLS, CANADA

SNIPS

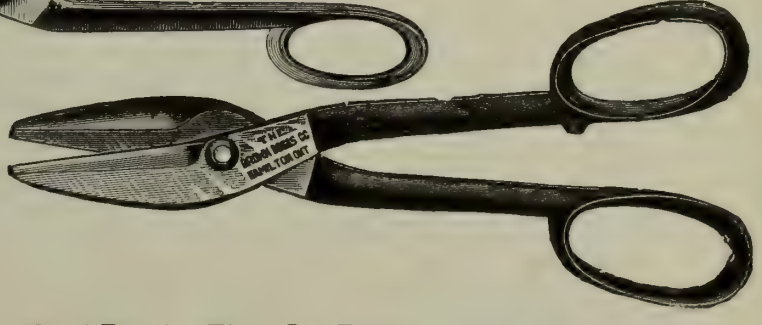
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Combination

For straight and circular work.





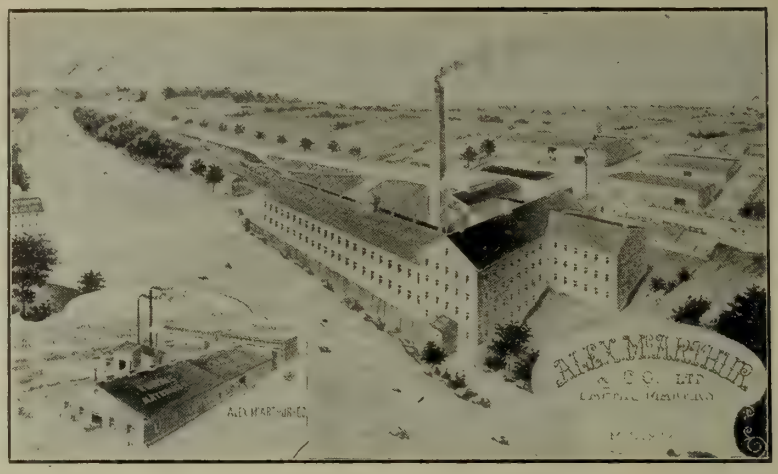
The B.B. CO. SNIPS are Drop Forged. Steel Faced. They Cut Easier. Keep and Edge Longer. Every Pair is Warranted. Let us have a trial order so that we may demonstrate their superiority over any other make. We also carry a large stock of double cutting shears. Try a pair.

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Tinsmiths' Tools. Canning Machinery. Evaporating Machinery. Heavy Sheet Metal Tools.

CORRESPONDENCE SOLICITED.

THE BROWN, BOGGS CO., LIMITED, HAMILTON, ONT.



The Home of Black Diamond Tarred Felt

WE have been in the Building Paper and Roofing Supply Trade now for Thirty Years, during which our business has increased steadily. This has been done solely by strict attention to quality, right prices and courteous treatment. If you require anything this season let us quote you for:

TARRED FELT

Grey and Straw Sheathing

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"Cyclone" "Crown"

Pitch and Roofing Cement

Distillers of Coal Tar

Carpet Felt

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

A Brand You Can Always Recommend
Our Reputation is Behind It

We also make

Wall, News, Book and Coloured Papers

Manilla, Brown, Fibre and Grey Wrappings, Etc.

Our Tarred Felt for Gravel Roofing has no equal. There are scores of these roofs in good condition after 25 years. It is a **Fire Proof** and a cheap **Roof.**

We make Ready Roofing in two thicknesses, 3-ply and 2-ply. The 3-ply is used for permanent buildings, and the 2-ply for temporary structures. We furnish the same amount of coating and nails for the 2-ply as for the 3-ply.

Building Paper and Tarred Felt between your **floors** and all around your **Buildings** will give you comfort both in **Winter** and **Summer,** and **save** you **dollars** in **Fuel.**

If you desire anything special we will make it for you, and be pleased at all times to give you information.

ALEX. McARTHUR & CO. Ltd.

82 McGill Street, MONTREAL

"NEVERSLIP ANCHOR WEDGE"



It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

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"Bristol"

TRADE MARK REG. U.S. PAT. OFF.

Steel Fishing Rods

Fly Casting Rods
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Is your line full? There is a special "BRISTOL" Rod for each kind of fishing. Progressive dealers cultivate the trade of the man who takes pride in owning a dozen different rods as well as the trade of the man who uses one rod for all kinds of fishing. Is your line complete? Better order quickly if it isn't.

The returns from our magazine advertising show that the season is now in full blast.

The Horton Mfg Co., Bristol, Conn., U.S.A.

R. N. SCOTT, Canadian Representative, 200 McGill St., Montreal, Que.

"THE NAME'S THE GUARANTEE"



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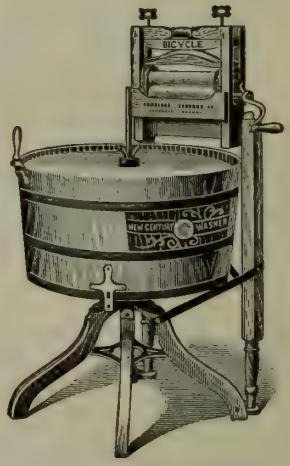
TRADE MARK KEYSTONE BRAND REGISTERED

Our splendid range of
POPULAR PRICED
White Wash and Kalsomine Brushes
especially suitable for the
Jobbing Trade

is securing for us a large number of new customers this season. These goods are unequalled for quality, finish and superior value.

Manufactured by
Stevens-Hepner Company
Limited
Port Elgin, Ontario

Something You Ought to Be Selling



New Century Style "B"

The New Century method of washing has succeeded, not because of its ease, speed and simplicity only, but because it gives better results than are possible with any other method.

This machine has a wringer stand too, not a rickety affair, but a convenient, strong, rigid attachment, always in position, never in the way.

The experience is in the machine. You'll hear no complaints of it and have no excuses to make.

They are the best there is.

Dealers, don't load up with experiments, it is a losing game

The Dowswell Mfg. Co., Ltd.
Hamilton, Ont.
W. L. HALDIMAND & SON, MONTREAL, Eastern Agents



THE ENGINEER DEMANDS

HARRIS HEAVY PRESSURE BEARING METAL

The Babbitt Metal in Round Ingots

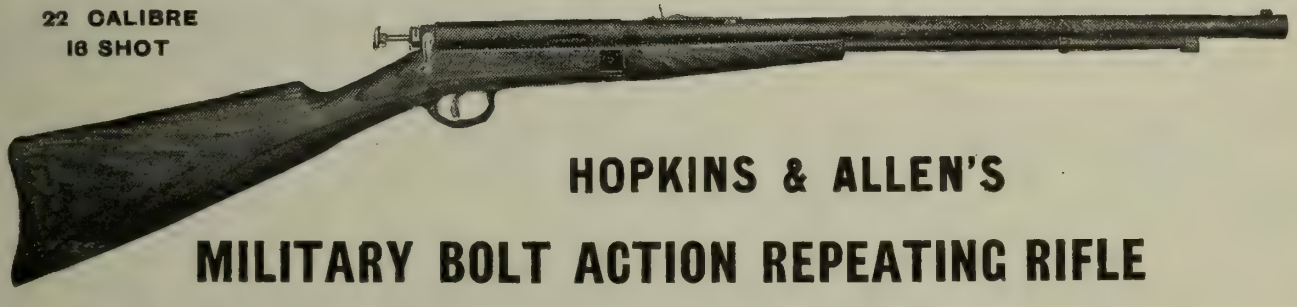
The best selling hardware Babbitt on earth. It brings repeat orders. That's what pays. Scientifically alloyed from purest raw materials, and guaranteed to stand and wear well. Will not crack, or beat out in bearings. It is perfection in Babbitt.

THE CANADA METAL CO., LIMITED

TORONTO

A RECORD BREAKING SELLER

22 CALIBRE
18 SHOT



HOPKINS & ALLEN'S

MILITARY BOLT ACTION REPEATING RIFLE

$10.75 LIST There has long been a demand for a good rifle at this price—and the **HOPKINS & ALLEN Junior Repeater** fills the bill. This rifle has been and is being extensively advertised, and a heavy sale for it is created.

SPECIFICATIONS:—22-inch barrel, take-down, 22 calibre. Magazine handles 22 short, 22 long and 22 long rifle cartridges without change of carrier. Shoots 16-22 short or 12-22 long or long rifle cartridges. Action, Military Bolt Pattern with positive safety device. Length over all, 40 inches, weight 5½ pounds.

FOR SALE BY ALL FIREARMS JOBBERS.

PLENTY OF GOOD SUPPLEMENTARY ADVERTISING MATTER—FREE.



Shows Bolt Drawn Back—Position for Ejecting Shells.

WRITE FOR CATALOGS

THE HOPKINS & ALLEN ARMS CO.

LONDON OFFICE
6 Oity Road, Finsbury Square, London

Dept. 67, NORWICH, CONN, U.S.A.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Horse and Toilet Clippers

made by BURMAN & SONS, Limited, Birmingham, England (Established 1877).
Messrs. Burman are the largest manufacturers of Clippers in the World, and are the sole makers of the Celebrated

Newmarket Hand and Power Clippers

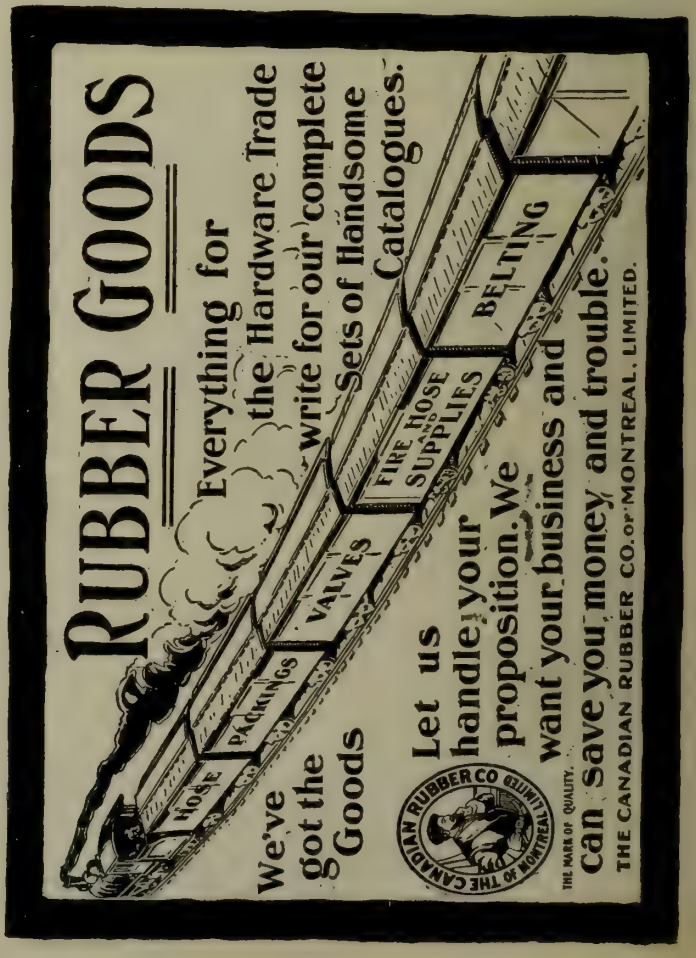
Write for prices and particulars.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street

MONTREAL, P.Q.



Ice Cream Freezers

Twice as quick as any other machine with half the ice.



NO DIRT

NO TROUBLE

Retails readily at $3.00 with a liberal profit.

A. H. Mace & Co.

746 Notre Dame St. West Montreal



We Are Offering Special Inducements



In lines of surplus sizes of

Rims, Spokes, Hubs, Shafts and Poles, Sleigh-Runners, Etc.



All made from high-grade material, well finished in workmanlike style, strong and durable.
All orders filled with great promptitude.

Enquiries Given Special Attention.

Write to-day for our special list. Net prices.

Loughead Bros., Limited

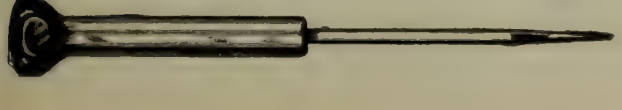
SARNIA, ONT., CANADA

NOW IS THE TIME

for every DEALER to examine our large line of Corkscrews, Ice Picks, Cork Pullers, Ice Cream Dishers, Ice Cream Spoons Lemon Squeezers, Lime Squeezers, etc., for 1908 business. We are the largest manufacturers of this line of goods, all of which are designed for up-to-date requirements.



Finely illustrated catalogue, with prices and discounts, will be forwarded to all dealers on request.



ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.

The Best—Because Safe and Accurate

When you sell a customer a rifle, insure his safety by selling him a

Hamilton Rifle

These moderate-priced sporting rifles are made of specially selected and tested rolled steel by highly skilled mechanics. A Hamilton Rifle will never burst.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

The Hamilton Rifle Co.

Dept. 71 **Plymouth, Mich.**



Auto Spray

Compressed-Air Automatic

Best hand sprayer made An absolute necessity for every farm and garden. Will repay its cost in one season for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 10 minutes.

CAVERS BROS., GALT, ONT.

Sole Agents for the Dominion

CARRIAGE SPRINGS & AXLES

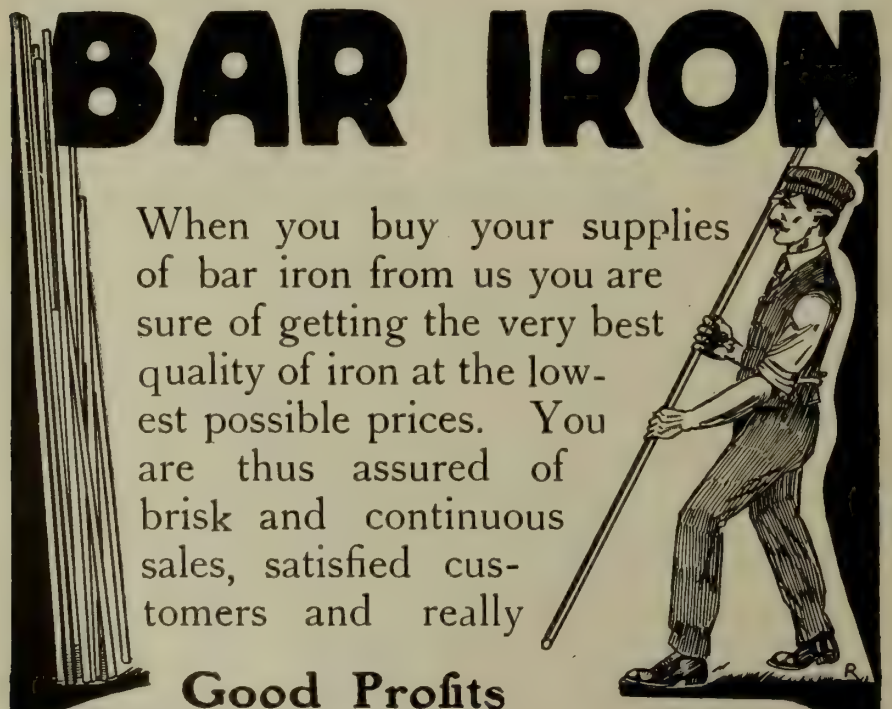
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

BAR IRON



When you buy your supplies of bar iron from us you are sure of getting the very best quality of iron at the lowest possible prices. You are thus assured of brisk and continuous sales, satisfied customers and really

Good Profits

GIVE US A TRIAL ORDER

LONDON ROLLING MILL CO. LIMITED

LONDON — CANADA

Wire Nails Tacks Wire

Prompt Shipment.

THE ONTARIO TACK CO. LIMITED

HAMILTON, ONT.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

CAPEWELL
HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market.



All **"CAPEWELL"** Horse Nails are made from selected Swedish rods, manufactured specially for us and according to our own specification. They are made by the perfected **"CAPEWELL"** process, controlled and used exclusively by this Company. This process insures a uniformity of temper and shape, as well as an elasticity and toughness which is not attainable by any other method.

Now is an opportune time to remind hardware dealers of another uniformity peculiar to **"CAPEWELL"** Nails. We refer to **UNIFORMITY OF PRICE.** Other makers of horse nails have found it necessary to frequently change their prices, leaving the dealer in a state of uncertainty as to "where he is at," or where he is likely to be. The price of **"CAPEWELL"** Nails which has not been changed from its inception, was arrived at with the object of furnishing the maximum of satisfaction with the minimum of cost. Our aim is to give honest value in every pound, and that we have succeeded in doing this is evidenced by the enormous and ever-increasing demand for **"CAPEWELL"** Horse Nails throughout the territory we cover. We propose to keep this demand on the up grade by the uniform excellence of **"CAPEWELL"** Nails and by the perfection of service we are in a position to render our customers.

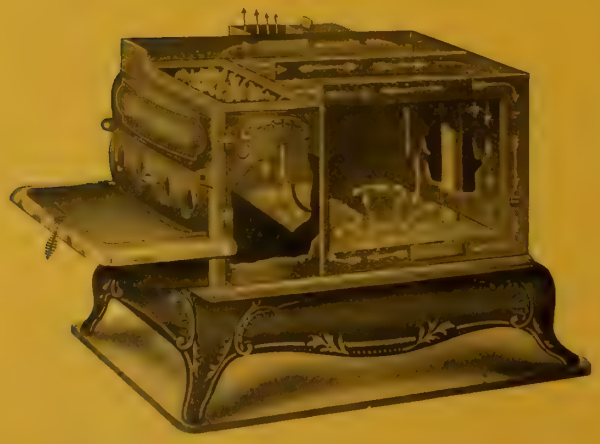
THE CAPEWELL HORSE NAIL CO.,

TORONTO **WINNIPEG** **VANCOUVER**

Hold Your Customer!

Make him Feel that the Range you sell is the only Range.





4 or 6 holes with either 18 in. or 20 in. ovens.

You can do it with

THE IMPERIAL OXFORD

The Loose Nickle—Ladies can lift it right off—will grip the buyer's attention.

The Lift up Hearth is the only clean way to remove ashes—the Imperial is the only stove that's got it.

Then show The Imperial reversible grate—better than the Duplex—in the oval, clinker-free firebox.

The Division Wall that carries half the heat around the front of the oven—where most stoves are cold.

THE SALE WILL FOLLOW

The Imperial Oxford will take a 24 in. stick of wood in the large sizes and a 22 in. in the small sizes.

HOW IS YOUR COMPETITOR GOING

Stock carried at—MONTREAL TORONTO HAMILTON

THE GURNEY FOUNDRY

The Oxford 'O.K.'

A New Planished Steel Range is our Latest

Practical Stove Men only will grasp the real selling value of the following points.

16 in. oven 4 holes. | **18 in. or 20 in. oven 4 or 6 holes.**



1. Air Spaced Double Walled Oven Door which will carry 300 lbs.

2. Section of Top that may be raised by a turn of the shaker handle on a special shank.

3. No Blacklead. Perfect gun metal finish top.

4. Cast Iron Bottom to smoke flue.

5. Extra Large Warming Closet with Drop Door.

6. Special Waterfront with cup projections for 60 gallon tank or ordinary waterfront or extra large reservoir.

7. Steel top rim. No Shipping Breaks.

8. *And Most Important. Same Grate and Division Strip as in Imperial.* (*See opposite page*) *with Duplex Damper.—Air feeds to both back and front of fire.—Change to Coal or Wood without disturbing top in two minutes—and all flues are protected with both asbestos and expanded metal. It's a perfect worker.*

The Oxford 'O.K.' will take a 24. in. stick of Wood.

Ask for our Discounts.

TO OFFSET SUCH SELLING ADVANTAGES?

WINNIPEG CALGARY EDMONTON VANCOUVER.

CO., Limited, TORONTO

THE TORONTO PLATE GLASS IMPORTING COMPANY, LIMITED

BEVELLERS SILVERERS BENDERS ORNAMENTERS

HILL & RUTHERFORD, Managing Directors

MIRROR Manufacturers Bevelled and Plain.

GLASS BENDERS to the Trade

Plate Glass, Sheet Glass, Rolled and Wired Glass.

Art, Leaded, Colored and Fancy Glass Manufacturers

Mirror Works, Warehouses and Offices, 91-105 Don Speedway

Class Bending Works, 109-113 Victoria Street

TORONTO



SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardened in water and tempered by natural gas. This shear is made purposely for paper hangers' use, and is more durable than others of its kind on the market. We call special attention to this shear. Japan handles and finely finished blades. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

TRADE MARK

FOR PLATE

Ready to Ship

We can guarantee shipments of

"ALASKA" and "SINGALESE"
White Nickel Spoons and Forks.

"HUTTON'S H. & S. A.1"
Silver Plated Spoons and Forks.

We have a special consignment of these standard goods, from which to make prompt delivery.

Write for samples and prices.

The House of Hutton

Established in England in 1800

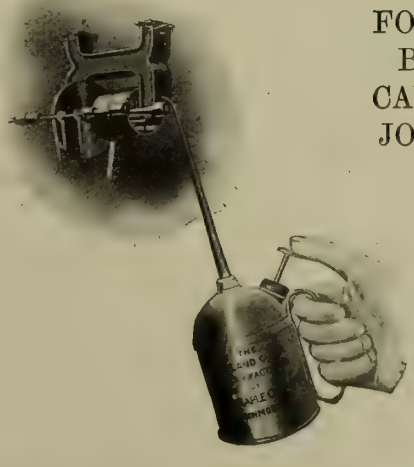
Sole Canadian Agent

TRADE MARK

FOR CUTLERY

W. J. GRANT, Lindsay Bldg. MONTREAL

The Howland Pump Oiler



FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois

PENINSULAR STOVES and RANGES
HECLA WARM AIR FURNACES

We are establishing 1908 agencies for the above well known lines, and all who are interested in the sale of Stoves and Furnaces should study our catalogue and become familiar with our prices.

PENINSULAR RANGES are made in 16 different styles, each style made in a variety of sizes. In consequence, we can sell you Ranges at almost any price, to fill every demand that may be made upon you.

HECLA WARM AIR FURNACES are made in five different sizes with capacities ranging from 10 to 50,000 feet of heating capacity. They are widely advertised and favorably known wherever Warm Air Heating has been adopted.

We carry stocks of ***PENINSULAR STOVES*** and ***RANGES*** and ***HECLA FURNACES, REGISTERS, Etc.,*** at our factory in Preston and in the following towns, Winnipeg, Man.; Calgary, Alta.; Vancouver, B.C. and Quebec, Que. These stocks are very complete, and we are at all times prepared to make prompt delivery.

Every Stove and Furnace Dealer will be interested in the goods we sell and the prices we offer.

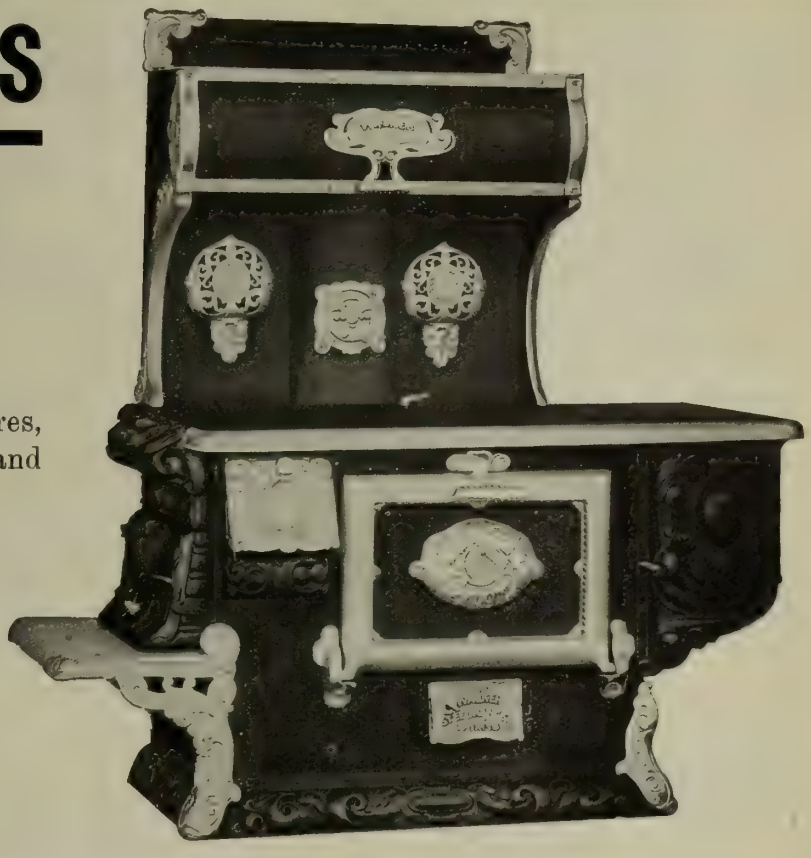
SEND FOR OUR CATALOGUE AND PRICE LIST

Clare Bros. & Co., Limited, Preston, Ont.
Cunningham & Worth Vancouver, B.C.
Clare Bros. & Co., Limited, Calgary, Alta.
Clare & Brockest Winnipeg, Man.
Mechanics Supply Co., Quebec, Que.

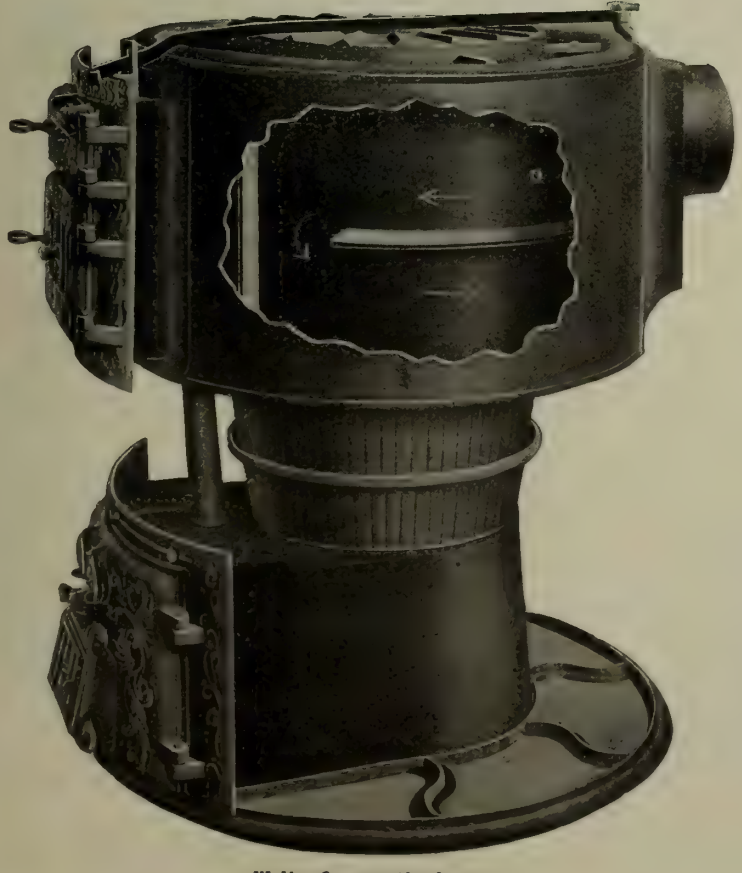
OUR LEADERS

The Walker Pilot

Canada's Best Domestic Range.
Successful Everywhere.
It possesses all the up-to-date features, and yet sells at a competing price, and makes you double the usual profit.



SUCCESSFUL EVERYWHERE



Write for particulars

The Walker Success Furnace

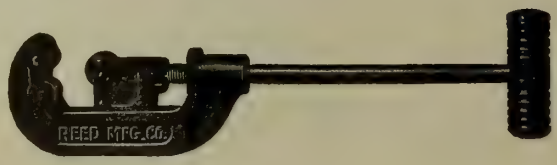
Low Set.
Large one piece Ash Pit.
Four Bar Triangular Grate.
Fire Pot in two sections.
Extra Large Feed Door.
Dust Flue.
Up-to-date Direct Draft.
Extra Long Fire Travel.
Quickly set up.
Large Evaporator Pan.
Extra Heavy Throughout.

Walker Steel Range Company Limited

Grimsby, - Ontario

THE CANADIAN FAIRBANKS CO., LIMITED

Pipe and Steam Fitters' Tools.



Taps
Tube Expanders
Threading and Cutting Machines

Pipe Cutters
Wrenches
Tongs
Stocks and Dies
Vises

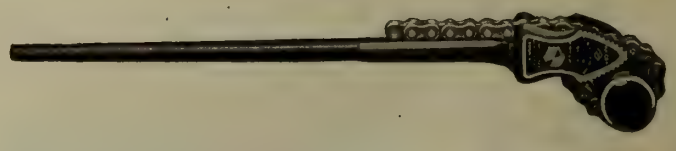


Engine Room Supplies.



Ratchet Drills
Flue Cleaners
Engineers' Sets
Steam Gauges

Torches
Oilers



MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN CALGARY

A New Line Worth Money to You!



YOU are interested in a carpet sweeper improvement which means more profit in your pocket? Then you are interested in *the only carpet sweeper which has trays opening towards the centre, allowing the contents to be emptied into a small vessel—ordinary pail or dust pan.* That is the



SHIRREFF Carpet Sweeper

Every other carpet sweeper has to be emptied into a large sheet of paper, as the trays discharge the contents from both sides. *The central discharge is exclusively a feature of the Shirreff.*

Every Shirreff Carpet Sweeper has frictionless metal bearings, and each axle is enclosed in a tube to protect it from dirt.

The handle of the Shirreff is screwed into the socket. The handle, socket, bail and all metal parts are made of steel, either nickel plated or enamelled, making the Shirreff much lighter than sweepers which have cast iron parts. Every Shirreff Carpet Sweeper is guaranteed.





Made in three grades at appropriate prices, leaving you a good profit.



Shirreff Food Choppers

are the leaders.

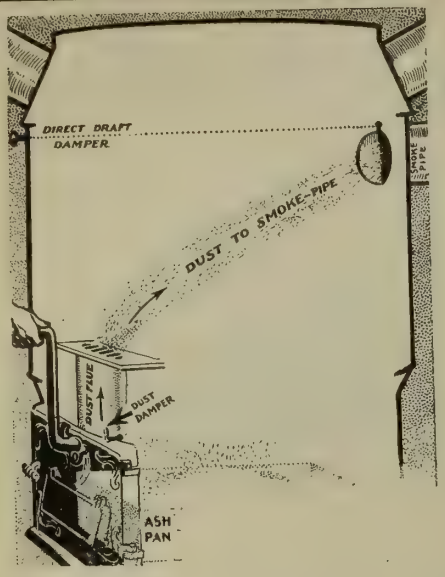
Made in four sizes, equipped with self-sharpening non-rustable *steel knives.*

They are great sellers.



Write to-day for our complete Price List.

SHIRREFF MFG. CO., Limited, Brockville, Ontario

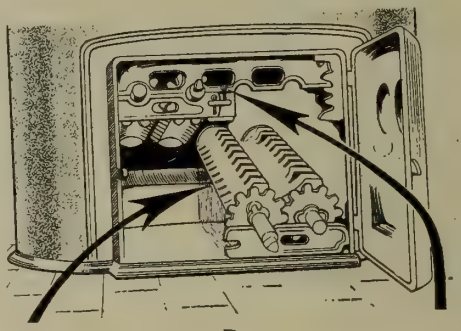


A

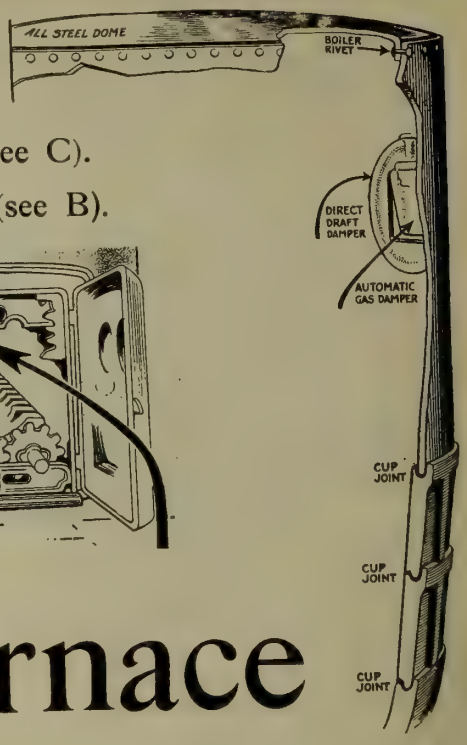
Direct outlet for dust in "Sunshine" Furnace (see A).

Direct disposition of gas (see C).

Direct operation of grates (see B).

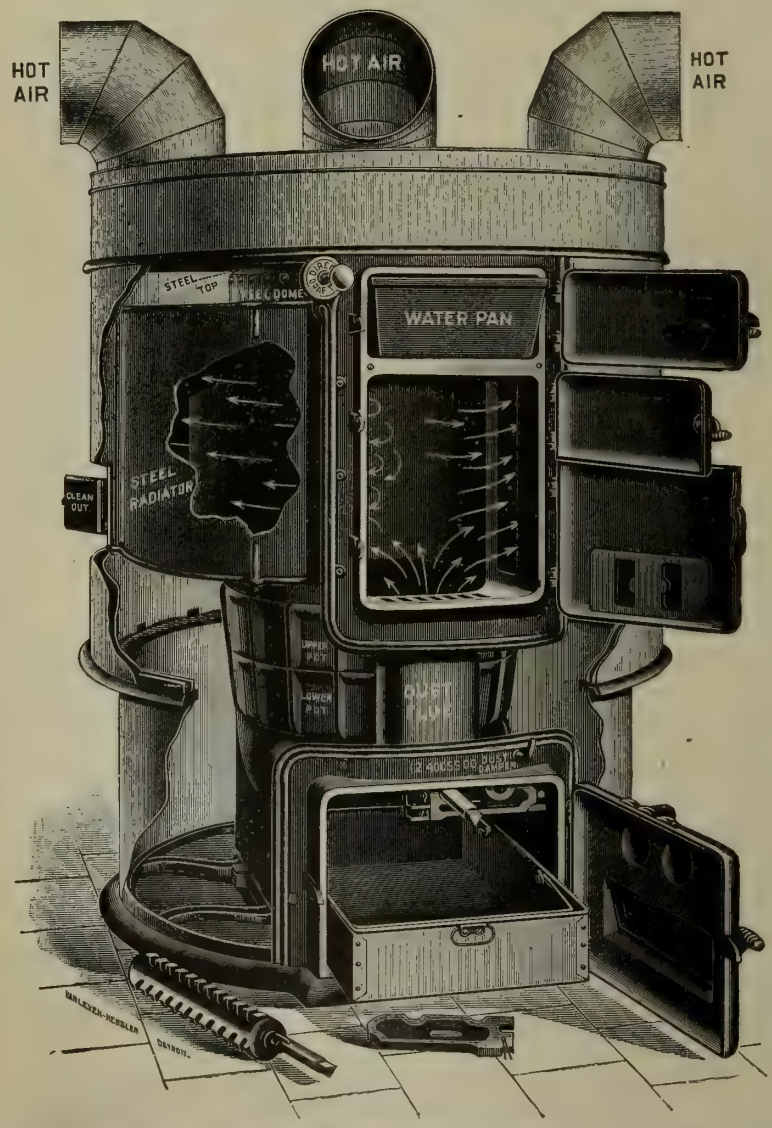


B

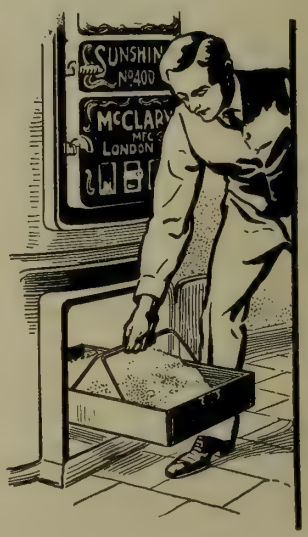


C

"Sunshine" Furnace



Are you agent for the "Sunshine"?



Ashes as easily removed as from a stove.

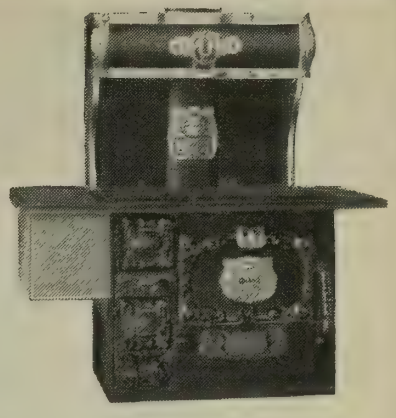
McClary's

London, Toronto, Montreal,
Winnipeg, Vancouver, St. John, N.B.,
Hamilton, Calgary.

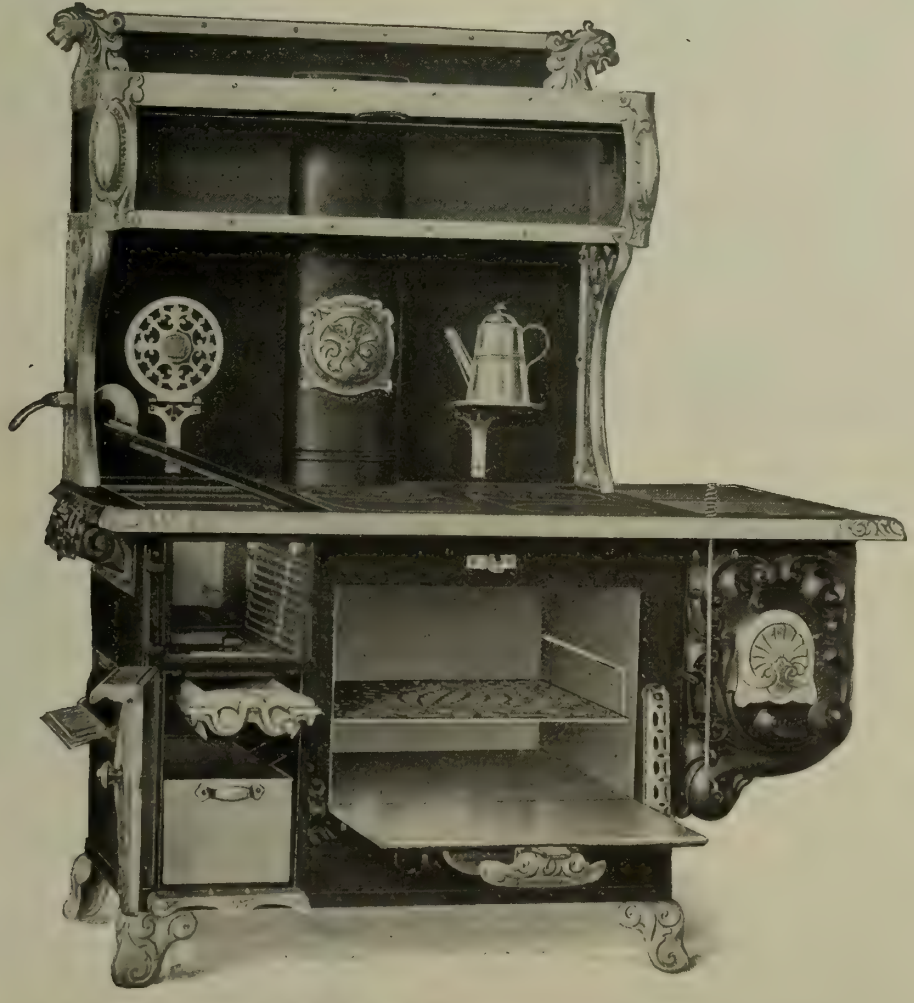


THIS STEEL COAL AND WOOD RANGE
with 14-inch Oven, and No. 9 Top
at $9.35

We make Steel Ranges, Cast Ranges, Coal and Wood Cooks, Wood Cooks, Base Burners, and Heating Stoves of all kinds.



THIS SIX HOLE RANGE
with 18-inch Oven, Duplex Grates
Reservoir and High Closet
at $25.00



FINDLAY BROS. CO., LIMITED

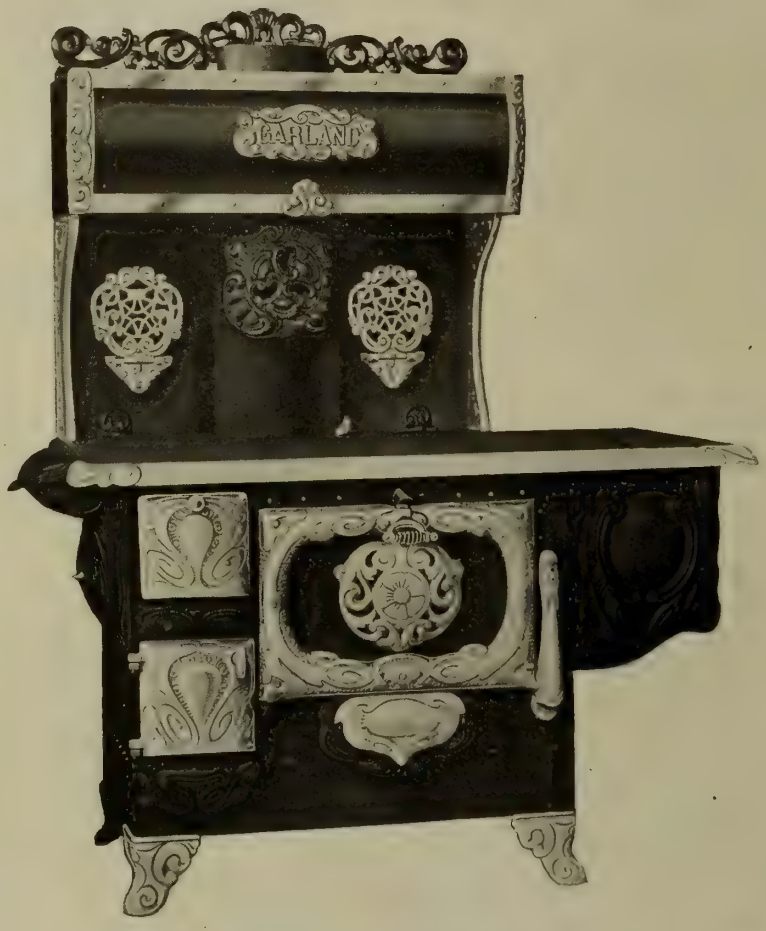
Head Office and Works: CARLETON PLACE, ONT.

BRANCH HOUSE: 309 ELGIN AVE., WINNIPEG, MAN.

Distributing Warehouses:
- 220 Eighth Ave. West, CALGARY, ALTA. In charge of The W. P. Miller Hardware & Heating Co.
- 178 Victoria Street, TORONTO, ONT. In charge of Stewart & Co.

Wholesale Agents: Revillion Bros., Calgary, Alta.

GARLAND



STOVES AND RANGES

The Auer Garland

No.	Holes	Size of Oven
9-18	Four 9 inch and Two 8 inch	18 x 18
8 18	Six 8 inch	18 x 18

SELLING POINTS

Extra heavy sectional linings.
Spring balanced oven door with automatic door catch.
Removable plate for thermometer.
Extra large ash pan.
Water front for both sizes.

An extremely low-priced steel range, considering the A1 quality of material and workmanship. Has all the desirable features of other first-class ranges.

Can be supplied in nickel or plain finish.

The Pearl Garland

No.	Holes	Size of Oven
9-18	Four 9 inch	18 x 17
8-18	" 8 "	18 x 17

With or Without Reservoir

A heavy cast cook stove to meet the demand for a small and low-priced stove. Exceptionally well made, with sectional fire box linings, duplex grate, lift broiler door, and large wood fire box.

Supplied in either nickel or plain finish. On fancy base or on feet.



Ask for Supplement of New Goods, with Prices

BOWES, JAMIESON & CO.

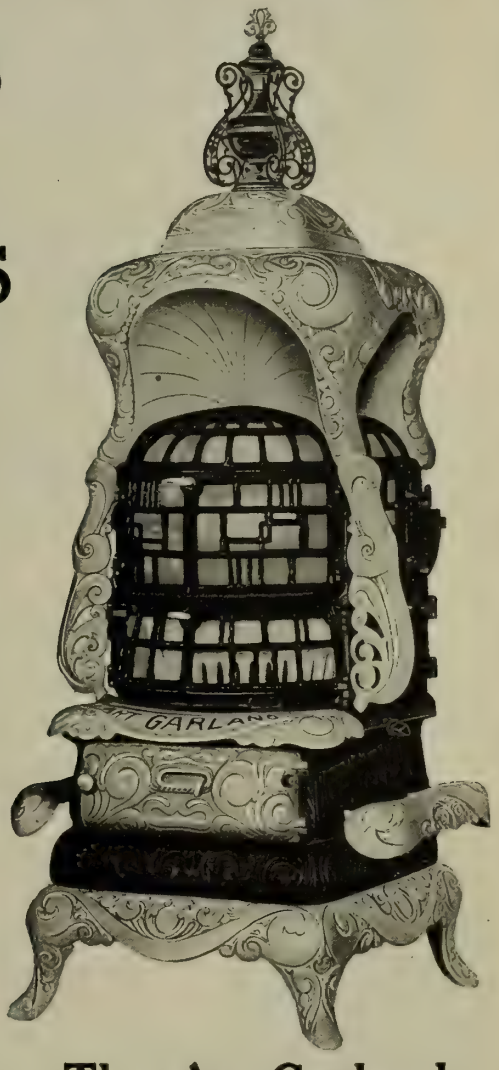
HAMILTON, ONT.

Western Agency : THE TILDEN, GURNEY CO., AGENTS FOR MANITOBA, N.W.T. and BRITISH COLUMBIA.

GARLAND

STOVES and RANGES





The Modern Garland

No.	Holes	Size of Oven
9-20	Six 9-inch	20 x 20
9-18	Four 9-inch and two 7-inch	18 x 20

SPECIAL FEATURES OF MERIT

Heavy removable linings and grates; large fire box for wood; lift broiler door and drop poker door; spring balanced oven door; body of heavy polished steel; supplied either on feet or cabinet base.

A HIGH-CLASS FAMILY STEEL RANGE AT A MODERATE PRICE

The Art Garland

(NEW SERIES)

With or Without Oven

No.	Diameter of Pot	Size of Oven
300	14-inch	15 x 11 x 10½
400	15-inch	16 x 12 x 12

Fire pot removable through front doors; rotary shaking ring with duplex grate; three flues draw cold air off bottom of floor; very powerful double heaters; large nickel reflecting surface.

ACKNOWLEDGED TO BE THE MOST SATISFACTORY BASE BURNER ON THE MARKET

WRITE US AT ONCE FOR CATALOGUE

Bowes, Jamieson & Co., - - Hamilton, Ont.

Western Agency: The Tilden, Gurney Co., Winnipeg, Man. Agents for Manitoba, N.W.T. and British Columbia

LOOKING AT THE OUTLOOK



LACKAWANNA
A Very Powerful and Economical Furnace.
Made in 5 sizes, diameter of firepot 18½ in., 23 in., 26 in. and 30 inch

We have finished looking backward, and it is now time to look ahead and plan for the next campaign.

Do you give **special attention** to furnace work?

Do you **advertise** that fact?

Does **everybody** in your locality know that your furnace work can be relied on?

Do you endeavor to keep **every** furnace customer satisfied?

Do you look after complaints, and carefully instruct furnace users?

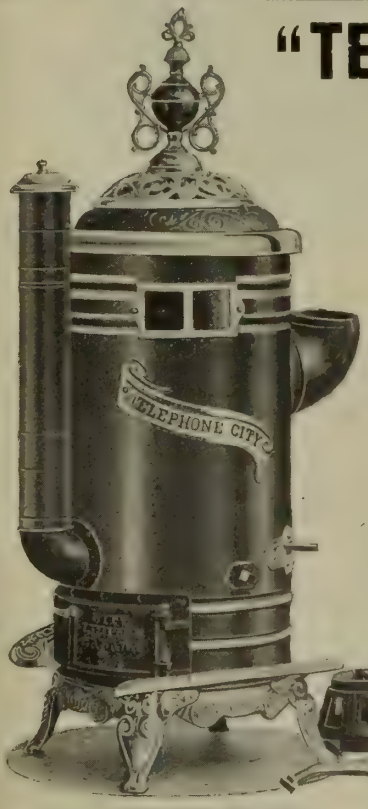
Do you inspect every job after your men report it finished?

THESE METHODS always constitute a SUCCESSFUL CAMPAIGN.

Exclusive agencies given where not already represented.

Our Catalogue and prices will help you.

BUTTERWORTH & CO.
Limited.
OTTAWA, - ONT.



"TELEPHONE CITY"

PATENT
AIR-TIGHT
TOP-DRAFT

STOVES

For Coal and Wood

Single and Double Heaters
with Ventilating Damper.

Two Series
Five Sizes

J. B. TURNER'S PATENT
No. 79,787

SIXTY SERIES FOR COAL.

Made only by

TELEPHONE CITY STOVES, Limited

at logue and prices for the asking. BRANTFORD, Canada



Counter Check Books

ALL STYLES MADE.

"GET THE BEST."

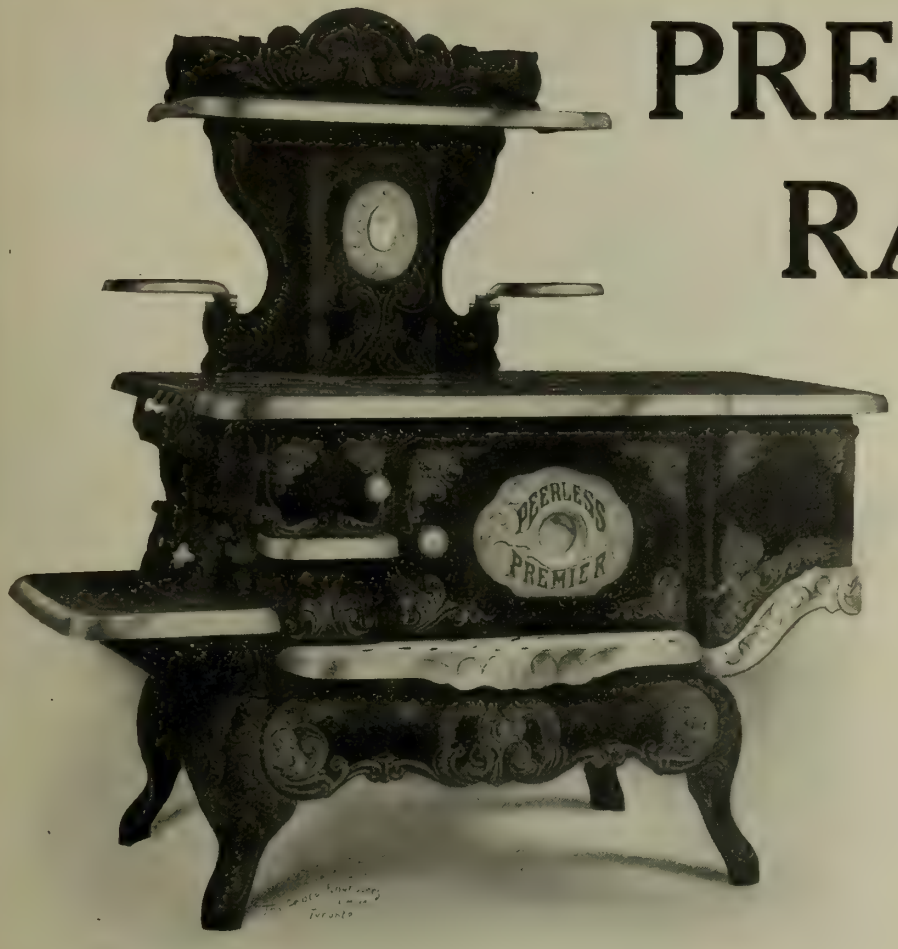
Ask to see

The "DUPLEX."

Samples on application, or Traveller will call.

The Carter-Crume Company,
Limited,

Toronto and Montreal



PREMIER RANGES

TO THE STOVE MAN:

This handsome six-hole range, with 20-in. steel oven, fitted with reservoir and high shelf, will sell anywhere for

$45.00

At this price you can make a larger profit than on any other range on the market.

We want you to see our stove catalogue and prices. Write for a copy.

TO THE FURNACE MAN:

The increase of profit, can only be had by selling a furnace that has no competition. The Down Draft Furnace stands in a class of its own. The results and benefits derived from the principles of this heating prove highly satisfactory where others fail, because it will burn hard coal, soft coal, wood, coke, etc., with equal results. It is exceptionally suitable to burn the softer grades of coal of Manitoba, Saskatchewan, Alberta, Nova Scotia and New Brunswick.

Write to-day and secure the Agency of the furnace which will satisfy your customers

The Down Draft Furnace Co., Limited

Galt, Ontario, Canada

REPRESENTATIVES:

Tweedale & Co., Fredericton, N.B., for New Brunswick and Nova Scotia
MacKenzie Bros., Winnipeg, Man., for Manitoba and Saskatchewan
J. H. Ashdown Hardware Co., Calgary, Alta., for Alberta

Gillette Safety Razors

Steady Sellers



No Price Cutting

Do you realize how much more money for YOU there is in GILLETTE SAFETY RAZORS than in the old fashioned stropping razors ?

When a man buys an ordinary razor, that's the end of the sale—unless the razor doesn't give satisfaction, and then you have made a business enemy for life. But when a man buys a "GILLETTE" it means a regular customer. Of course, the GILLETTE holder lasts a lifetime. But—there are the BLADES.

When the first ten are used, the customer is going to buy new ones where he purchased the "GILLETTE" set. He will get in the habit of coming to you for blades, and you make your profit on every ten that he buys.

Being so well satisfied with his GILLETTE razor, he will naturally come to your store for everything else in your line that he needs.

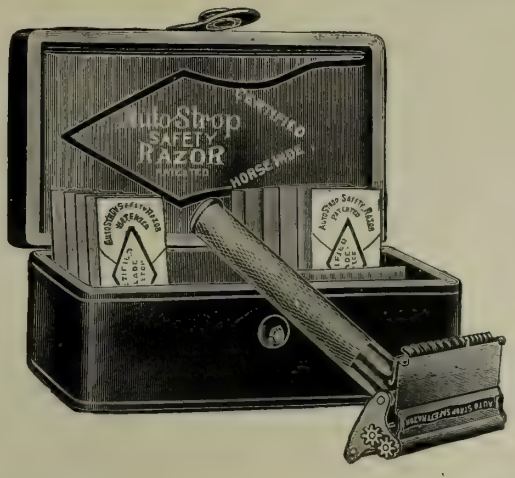
So the GILLETTE really makes permanent customers for you. Then, too, there's no "price cutting" with the "GILLETTE." The retail price for triple-plated holder and 12 blades in leather case, is $5 everywhere. And every dealer must sell this set for $5.

The wholesaler who supplies you with Hardware and Cutlery or Druggists' sundries, can probably fill your orders for Gillette Safety Razors. If not, write us and we will send you the name of one who can.

Gillette Safety Razor Co.

CANADIAN OFFICE AND FACTORY :

63 St. Alexander Street, Montreal



A Satisfied Customer—Your Strongest Asset

Do you believe that a customer who is compelled to come to your store at regular intervals to replenish the blades of his safety razor—not one of which has given him a perfect shave—will feel well inclined towards you who originally sold him that instrument?

How do you think that he will regard you when he finds that your competitor has a Safety Razor whose blades can be kept constantly sharp, by a simple stropping method, and you sold him one of the old fashioned kind?

To tell him that the one he bought is well known and largely advertised, will not appease his wrath. He expects you to offer him the latest, and the best of anything he may want, and not to pawn-off old fashioned goods on him.

These are intensely practical days, and rich or poor our men hate to be "buncoed." They want a square deal every time.

The Square Deal in Safety Razors is the Auto-Strop



Twelve **Auto-Strop** blades should, with care, last a lifetime.

The self-stropping device is so scientific that you can't spoil the blade if you try.

The hundredth shave is just as good as the first.

There is no taking apart to clean or strop.

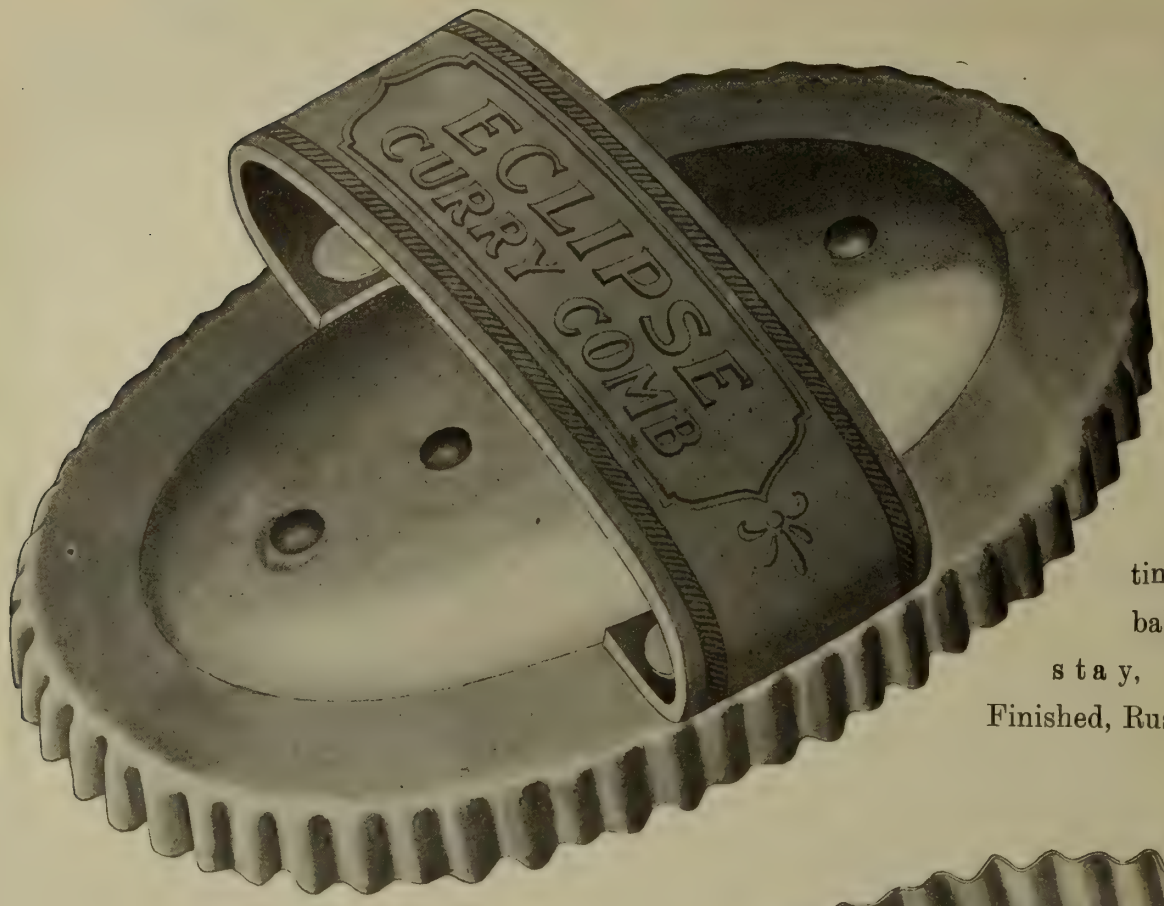
What more can you want?

Buy one **Auto-Strop.** Try it on your own precious cheek. If, after that, you can recommend any other razor, it will only be because you have too many of the "No-stropping" kind on your shelves. Get rid of them and buy the **Auto-Strop.**

All Wholesalers

The AUTO-STROP SAFETY RAZOR COMPANY, *Limited*

14 St. Helen Street, - - MONTREAL



THE ECLIPSE CURRY COMB

Manufactured from three solid pieces of sheet tin, lacquered and baked. Riveted to stay, Strong, Well Finished, Rust Proof.

Easy to use, easy to clean. The indentations comb thoroughly yet smoothly.

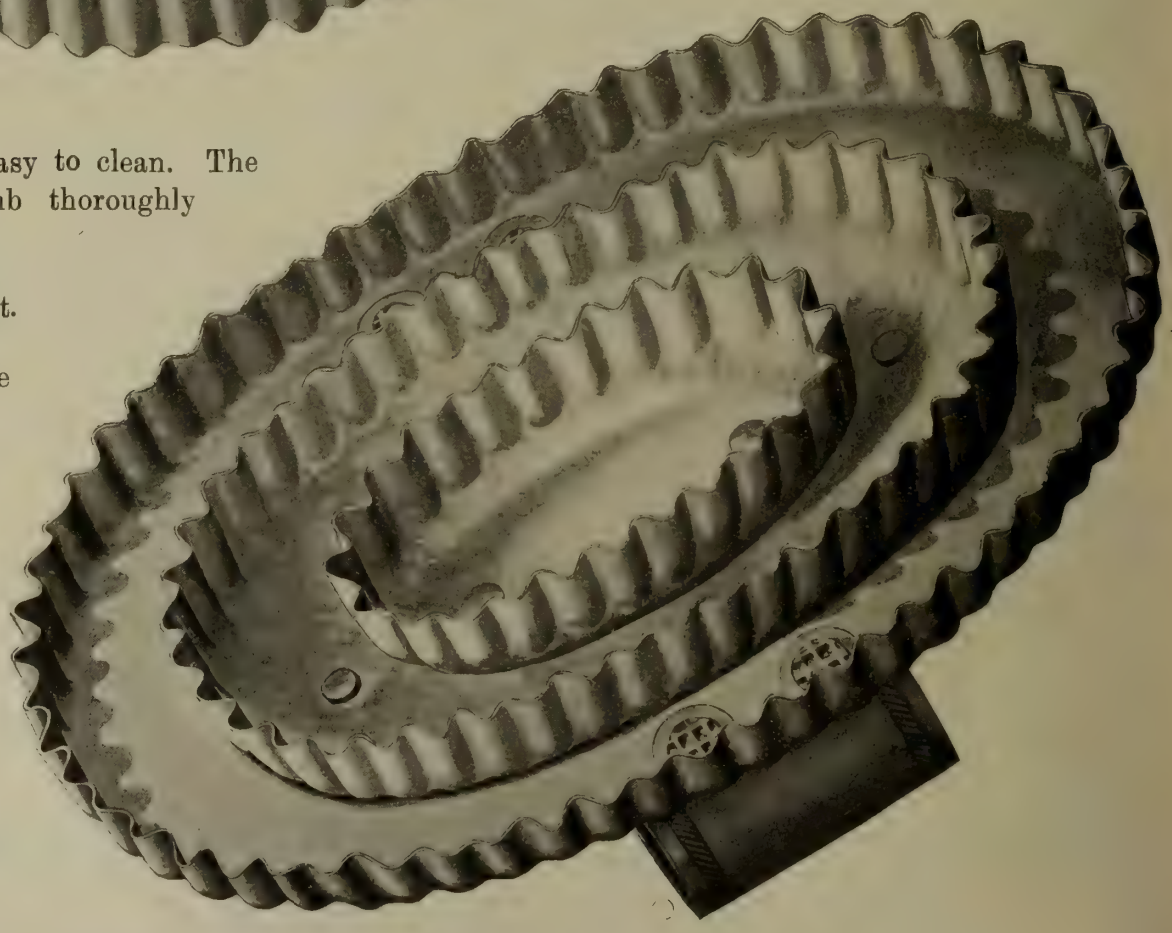
The trade like it.

The dealers like it.

The users like it.

The horses like it.

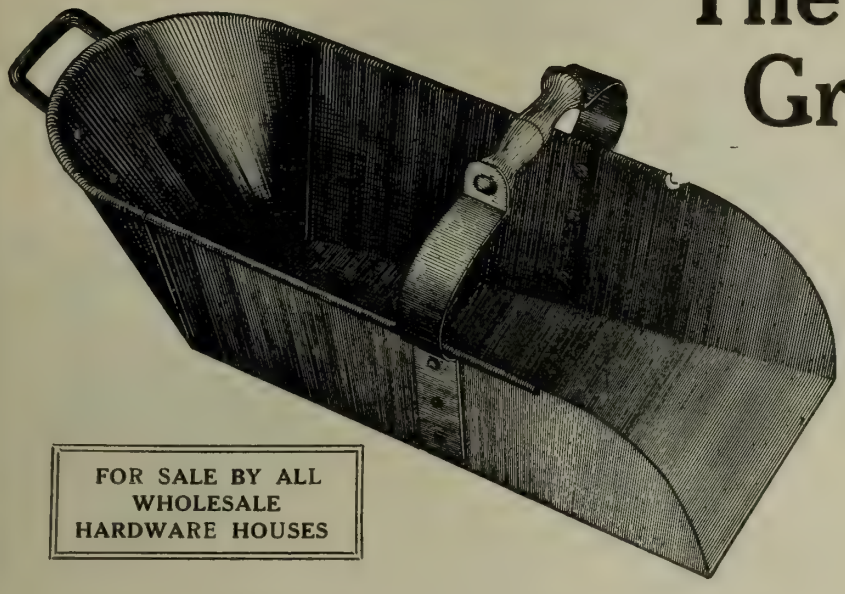
Ask your wholesale house, or write direct to



THE ECLIPSE MANUFACTURING CO., Limited

OTTAWA, ONT.

The "Manitoba" Grain Scoop



FOR SALE BY ALL WHOLESALE HARDWARE HOUSES

Largely used for the rapid handling of grain. Every Farmer, Miller and Storekeeper wants the "Manitoba" Scoop.



THE ECLIPSE MANUFACTURING CO. LIMITED

Manufacturers of Steel Snow Shovels, Furnace Scoops, etc.

OTTAWA, ONT.

3 CANADIAN LEADERS
3 PERFECT BAKERS
3 OF THE VERY BEST MADE



"MONARCH" "QUEEN" "DUCHESS"

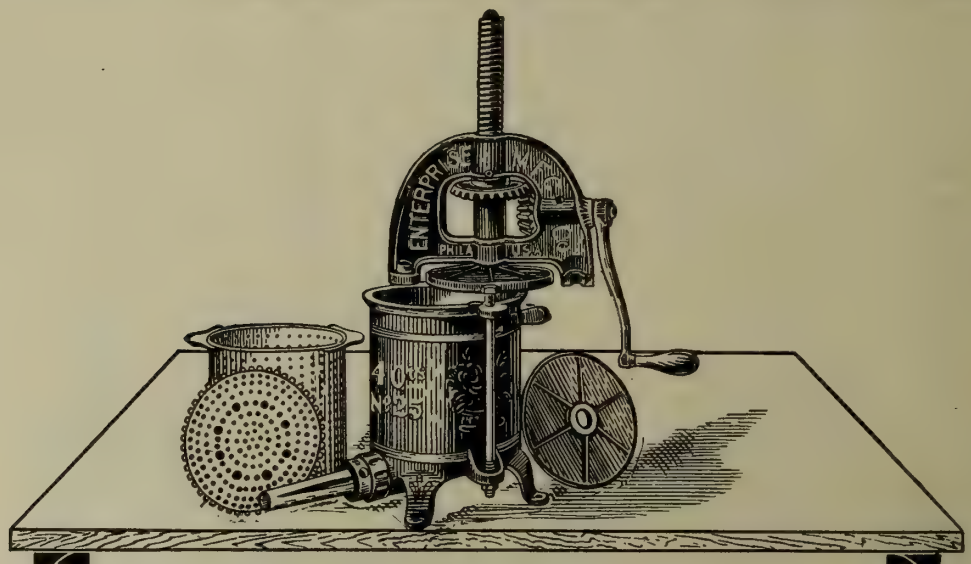
YOU RUN NO RISK, every one guaranteed or returnable.

—ALSO MANUFACTURERS—

of the ***CELEBRATED RELIANCE HOT WATER HEATERS*** and ***IDEAL HOT AIR FURNACES.***

THE A. C. THOMPSON CO., LIMITED

NORTH SYDNEY, N.S. HALIFAX, N.S. MONTREAL, QUE.



The great secret of successful enterprise is to prepare in time to push the *right thing* at the *right time.* Just *now* get ready for selling the famous **Sausage Stuffer and Lard Press** marked:—

"ENTERPRISE"

You know its good points. So do your customers. The whole story is on page 45 in our catalogue. Have you a copy handy? If not, write

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.
New York, 21 Murray St. San Francisco, 438 Market St.



No. 70, Laundry Set.

A DOUBLE PROFIT

FROM

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE



No. 100, Laundry Set.



No. 66, French Set.

The profit of a good, clean margin.

The profit of extra sales.

Your margin is assured by restricted selling prices.

The extra sales depend upon your own enterprise.

Keep Asbestos Sad Irons up in front; make them prominent; talk them.



No. 60, Shirt Waist Set.



No. 196, Asbestos Household Set.


No. 80, Pressing Iron.


No. 40, Sleeve Iron.

The Household set is a complete ironing equipment. It provides a tool of the pattern best designed for each laundry need. An advance step beyond the usual three-piece set—a bigger unit—a bigger sale—a bigger profit.

Asbestos Sad Irons are carried by your jobber. Advertising supplies and selling suggestions may be had from the makers.


No. 50, Flounce Iron.


No. 10, Tourist Iron.



No. 370 Laundry Cabinet.



No. 570, Family Cabinet.

The Dover Manufacturing Co.

Canal Dover, Ohio.



No. 266, French Cabinet.

SEVERAL NEW LINES OF

GOOD CHEER STOVES

FOR 1908



making our assortment most complete, thoroughly up-to-date in construction and design, and of guaranteed quality.

One of our new lines:

The Rival Good Cheer Steel Range

made in 18 and 20 inch oven sizes. Detachable right hand reservoir. Moderate weight and price right. Also supplied in plain finish.

Our new line of Oaks, in four sizes, will fill the bill as a neat appearing low priced heater.

We have added a line of Wood Air Tights with cast top and bottom, in three sizes. Also a neat little Coal and Wood Cook, with 18 inch oven, square or with reservoir, and a 20 inch oven size of our handsome "Garnet Good Cheer" Cast Range.

In the Furnace line we can now supply four sizes of our "Good Cheer," viz: 16, 18, 20 and 24 inch diameter pot.

We have the goods and we want your trade.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Winnipeg Branch:
Foot of James Street.

B. C. Agents:
McLennan, McFeely & Co., Vancouver.





M.R.M. CO.

HORSE SHOES

"M.R.M." Horse Shoes have met with success from the time they were first put on the market. There is every reason why they should.

Every care is taken in their manufacture.

MATERIAL is the best that can be secured.

SHAPE required has been our special study, and the farrier has less fitting to do than is necessary with most other makes.

CREASING and **PUNCHING** done in such a way as to ensure the proper setting of the Nail.

FINISH is clean and smooth.

INSPECTION is thorough.

Result is a Shoe that gives satisfaction to the farrier.

There is profit for you in handling "M.R.M." Horse Shoes, and a quality you can pin your faith and reputation to.

Made by

—The—

Montreal Rolling Mills Company





"WANT" ADS.

AGENCY WANTED.

AN old established British firm of glue manufacturers are desirous of arranging for representation in various parts of Canada. Correspondence to "Glue," care of HARDWARE AND METAL, 88 Fleet Street, London, E.C., England. (17f)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

SHEET metal workers, now is the time to learn pattern drawing, later on you will be too busy. Let us send you and your friends full particulars and sample drawing and instructions. Address The Sheet Metal School, Galt, Ont. (14)

A growing established business in stoves, furnaces, kitchen utensils, cutlery, gas goods, tinsmithing, etc. Turnover $20,000 last year. Room for big growth as population is well over 16,000, good stand and long lease, first class stock and tools, about $6,000. Proprietor must sell as other interests are compelling. A bargain for a quick sale. Box 702, HARDWARE AND METAL, Toronto. (12)

HARDWARE AND HARNESS — Manitoba — Stock about $2,000; good going business; excellent opportunity for tinsmith with small capital. Store building for sale; principals only. Box 14, HARDWARE AND METAL, Winnipeg. [14]

HARDWARE, stove and furnace business for sale—Established 40 years; best in this section. For particulars apply to estate of A. Thompson, Bradford. (12)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—One No. 92 National Cash Register, cost $400.00; nearly new, will sell at bargain. Box 708, HARDWARE AND METAL, Toronto. (12)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

POSITION by hardwareman—Good general experience; best references. Box 703, HARDWARE AND METAL, Toronto. [12]

SCOTCHMAN, open for engagement shortly, most extensive experience open fire grates and fireplaces, every type on British market. Also stoves and mantel-pieces. Accustomed to best class trade and architects' work. Accustomed also estimating and handling workmen; has knowledge also of cutlery and general hardware. Thoroughly practical and capable salesman, competent to take any responsibility; character exemplary. Box 49, HARDWARE AND METAL, 88 Fleet Street, London, Eng. (12)

TRAVELER of large experience in Ontario, desires a responsible position; to represent a first-class iron foundry, manufacturing stoves, furnaces, steam and hot water heating apparatus; highest references. Box 709, HARDWARE AND METAL. [12]

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED AT ONCE—An experienced hardware traveler for Western Ontario. Apply giving experience and reference to Box 710, HARDWARE AND METAL, Toronto. [14]

SALESMAN wanted for hardware trade to carry good selling side-line on commission; give references Box 906, Galt, Ont. [14]

BUSINESS CHANCES

A YOUNG lady bookkeeper with four years' experience in retail hardware office, open for engagement April 1st. Highest testimonials. Apply Box 705, HARDWARE AND METAL, Toronto. (13)

HARDWARE stock $8,000; annual business $25,000; price, 100 cents; good town; terms, $5,000 down. Address Box 707, HARDWARE AND METAL, Toronto. [13]

MANUFACTURERS of standard reputation in hardware and metal branches, who desire to be represented by New York agent, will address "Domestic and Foreign," care of HARDWARE AND METAL, Toronto. (12)

A WHOLESALE established stove business; patent heating stoves five years on market and successful workers. Would go well with other lines. Proprietor lacks capital to push business. Patterns, stoves and material about $7,000. Would take half cash balance stock in reliable company or 75 cents on the dollar for cash sale. Full investigation solicited. Box 701, HARDWARE AND METAL, Toronto. (12)

Business for Sale

AS we intend to confine ourselves to the Wholesale Hardware business in future, we have for sale our retail general hardware business. This business has been established for over twenty years and always has been and is now a profitable one. Correspondence solicited, but as it will require $10,000 cash at least to swing the transfer, we expect evidence of your good faith when you write.

McLENNAN, McFEELY & CO. Limited

VANCOUVER, B.C.

BICYCLE SUNDRIES

Write to Humphrey Bicycle and Hardware Company for Catalogue and Wholesale Price List. Everything for the Bicycle.

RIDE HUMPHREY TIRES

they are guaranteed.

364-366 Queen Street West
TORONTO, ONT.

INCANDESCENT



LIGHTING WITH COAL OIL

The most economic modern lighting. The "Ideal" lamp burner, screws on any ordinary coal oil lamp. This simple apparatus produces its own gas, giving a light more brilliant than electricity or gas. Costs only ¼ of a cent per hour. Guaranteed exactly as represented or money refunded. The "Ideal" lamp for the country home. Agents wanted everywhere. Write for free booklet describing everything.

ADDRESS

ST. ARNAUD FRERES
Cor. St. Sulpice and Commissioners Ste.
Montreal, P.Q.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving

and

Insulating Purposes

Apply to

Lucien F. Ambard & Son

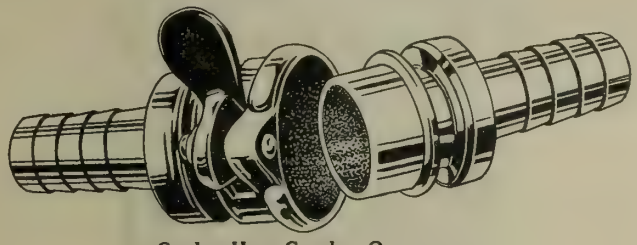
Port-of-Spai

TRINIDAD, B. W. I.

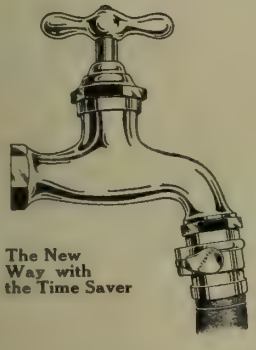
A TIME SAVER! — A MONEY MAKER!

Do you handle up-to-date goods? You can get the trade of the most progressive people of your community by selling the

Time Saver Hose Coupler



Garden Hose Coupler—Open



The New Way with the Time Saver

It is the really up-to-the-minute hose coupler which has for 5 years successfully supplanted the old fashioned, leaky, thread-worn, washer-losing coupler. It sells on sight to Gardeners, Florists, Cheesemakers, Dairymen, Brewers, Hotelmen, Engineers, Municipal Fire Departments, and the enormous number of lawn-owning private citizens. Instantly adjustable, permanently satisfactory.

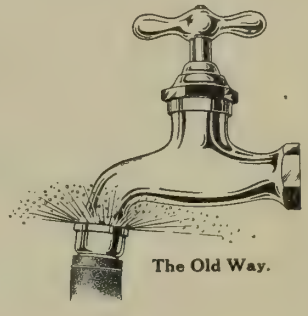
An Infinitely Superior Coupler

No Higher in Price

LOOK FOR THE TIME SAVER ON ALL COUPLERS

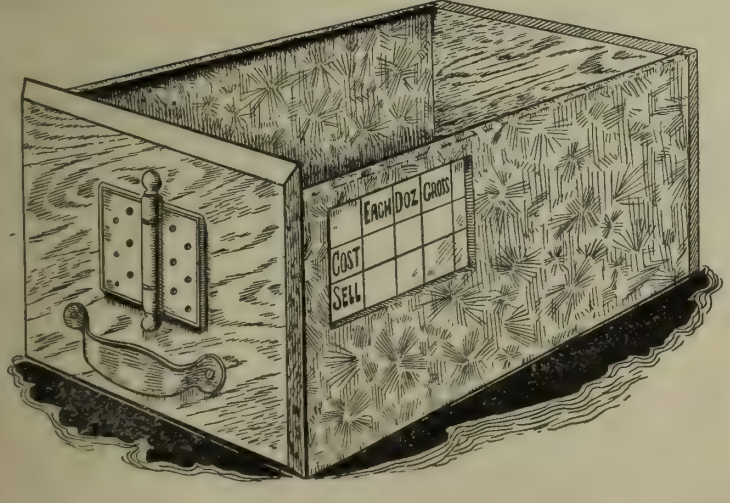
Price List on Request

From your jobber or direct



The Old Way.

The Time Saving Coupler Co., Limited, 166 Bay Street, Toronto



Increase Your Sales

By displaying your goods on the fronts of shelf boxes and in this way suggesting articles which your customers had not thought of buying.

A neat store is the best and cheapest advertisement you can have. It gives an air of prosperity to your business and "nothing succeeds like success." Make your store look as if you were doing the best business in the town. If your store looks like a second-hand junk shop people will feel like paying second-hand prices for what they buy.

The Bennett Steel Hardware Shelf Box

is the only steel shelf box on the market .It has steel sides and bottom and oak or ash front. The sides and bottom are pressed from one piece of the best galvanized steel. The steel is imbedded in the wooden ends by our own patented process. 20% shelf room is saved by using these steel boxes.

Write for Catalogue and Price List.

Cameron & Campbell, Sole Manufacturers, Toronto

ALL UP-TO-DATE 1908

LEADERS
for the
WEST

We offer a remarkable assortment of

STEEL RANGES
all for the
WEST



SUPERB
17, 19, 21 inch.

GOLDEN WEST
16, 18, 20 inch.

SUNBEAM
16, 18, 20 inch.

WAYNE
16, 18 inch.

Get exclusive agency it will pay you.

SUPERB EMPIRE

The Superb is our Burnished Nickelled finished High-Class Planished Steel Plate Range.
It is extra heavy, has all modern improvements, and compares favorably in price with other ranges of similar quality and weight.

GOLDEN WEST EMPIRE
SUNBEAM EMPIRE

We cannot illustrate these two beautiful new ranges. They will be on the market by April 15th, they are of the latest design, embrace some novel features, are strikingly attractive and will prove most popular ranges for our Western trade.

THE WESTERN STOVE MAKERS

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

FENCE WIRE

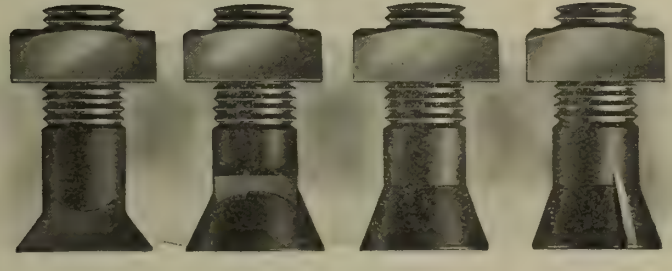
It matters not what shape wire it is, we make it. If it is quality, special requirements or technical specifications, we can supply it.

BARB  WIRE

Our Barbed and Fence Wire is well known to the trade as the ***STANDARD OF PERFECTION.*** Keen buyers always

SPECIFY CLEVELAND WIRE

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.



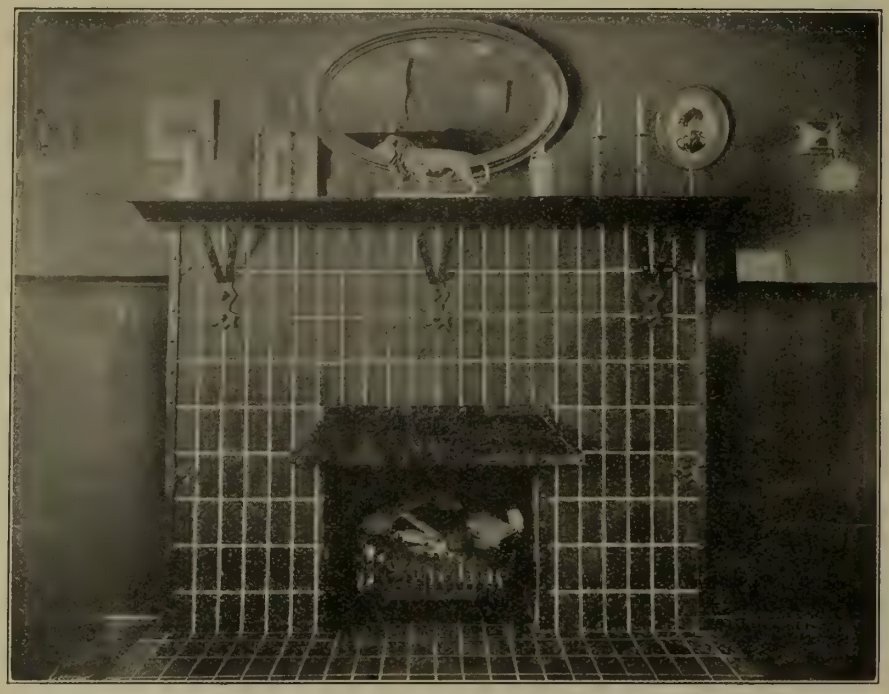
PLOW BOLTS

This shows only one of the various forms of Bolts that our plant can produce, besides these we make a full line of Standard Bolts, Wood Screws, Rivets and Wire. Let us quote you.

BRANTFORD SCREW CO., Ltd.

MONTREAL
DELORME BROS.

TORONTO
BAINES & PECKOVER



NO. 224, SPECIAL TILE MANTEL

WE WILL QUOTE

YOU

for delivery at any station in CANADA, CLOSEST PRICES ON

PLATE, WINDOW, SKYLIGHT, FANCY

GLASS

Mirror Plates

Write for our large catalogue of

Wood Mantels
Grates
Tiles

Fire Place Fittings
etc., etc., etc.

OUR SPECIALTIES ARE

Artistic
Tile and Brick
Mantel Pieces

of which these cuts are examples. NATTY, SMART and away from the ordinary.

Send us measurements and let us submit sketches.



NO. 226, SPECIAL ROMAN BRICK MANTEL

CANADA PLATE AND WINDOW GLASS CO.

37 TO 47 RICHMOND STREET EAST - TORONTO

Matters of Mutual Interest

A Page of Gossip Between the Publishers and Readers of Hardware and Metal.

In a recent chat with the Winnipeg manager of Hardware and Metal, Mr. J. C. Perkins, manager of the export service bureau of Butler Bros., the Chicago wholesale mail order merchants, said:

> "I like to size up a trade journal for a while and see it in its Sunday clothes and in its every day clothes, particularly the latter. I don't think there is any use at all in advertising in a trade paper that doesn't get close to its readers, and I think I can pretty well size up the influence of a trade paper with its readers after I have seen its regular every day numbers for a few weeks or months."

Hardware and Metal can be judged by readers and advertisers when in either its Sunday or every-week clothes. The large staff of editors and correspondents in nearly every city and town in Canada, together with its large traveling staff of advertising and subscription representatives, places the publishers in personal touch with every reader. The close connection of the paper to the Retail Hardware Associations, its editors taking an active part in founding these organizations, adds another link to the chain, and it is safe to say that the retail hardwaremen of Canada almost unanimously consider the paper as their own and endorse fully the sentiment expressed in the following paragraph taken from a letter written last week by W. H. Richardson, Essex, Ont., a member of the Executive Committee of the Ontario Retail Hardware Association.

> "The successful efforts you have made in bringing the Retail Hardware Association up to its present standing and the benefits that every hardwareman has derived through the columns of your paper from time to time, cannot be expressed in words."

Any work members of Hardware and Metal's staff have undertaken to organize the retail trade has been done with the broadminded aim of benefiting the trade as a whole. If organization is profitable for manufacturers and jobbers why should not the retailers participate in the benefits? Clashes may occur at times, it is true, but handled from a broadminded standpoint by intelligent men, there is no question that cannot be settled with justice to all and to the ultimate benefit of every branch of the trade as anything which injuriously affects the retailers reacts upon the jobbers and manufacturers. Hardware and Metal and its staff, therefore, will continue to be at the service of the trade, and the retailers particularly, in any movement tending to make the hardware business more profitable for those engaged in it.

A trade newspaper that has the confidence of its readers cannot help but be an admirable advertising medium for jobbers and manufacturers, and the unanimity with which Hardware and Metal's oldest advertisers continue year after year to talk to their customers through these pages, together with the large number of new advertisers who yearly take advantage of the opportunity for publicity the paper offers, speaks eloquently of the paper's worth from an advertising standpoint.

From inquiry recently made of the subscribers to a well-known trade journal as to which general department of the paper was of the greatest interest to them, seventy per cent. of the answers received stated that they looked over the advertisements first. This is the difference between general newspaper advertising and advertising in a live and reliable trade paper. Advertisements in the general newspaper can be said to be only incidental to the publication, while in the trade magazine the advertisements are an integral part thereof. The trade paper is designed to help its subscribers in their business, and where the general newspaper ad. attracts a reply here and there, the trade magazine advertising is scanned by men who are actual buyers of the goods, in large quantities. From the standpoint of the advertiser, every hundred circulation of the trade newspaper is worth from one to five thousand of the general newspaper circulation. Even though a firm spends millions in creating a demand for its goods direct from the consumer, the dealer should not be overlooked. The largest advertisers are realizing this more and more.

The small advertisers, too, who want a clerk, a tinsmith, a set of tinsmith's tools, or want to sell their store, some of the store fixtures, or exchange one class of goods with another, are recognizing the trade newspaper's value more and more in comparison with the overcrowded "want" columns in the daily newspaper with circulations covering tens of thousands not interested in the hardware trade. That Hardware and Metal want ads. bring results is shown by the number of firms who constantly use the department. Iveson L. Cooke, Fenelon Falls, for example, is one of a number of hardwaremen who has used Hardware and Metal's "want" columns repeatedly, and the following, written on Jan. 27, indicates his satisfaction:

> "Once again your paper has been of service to me. Two weeks ago I put an ad. in the "Goods for Sale" column and I have realized the best results obtainable."

Have you ever stopped to think that the editor cannot do it all without your co-operation? That trade paper is best and most helpful that contains the greatest amount of information written by the men in the trade who are up against hard problems they want solved, or who take the time and trouble to tell the editor some of the interesting things that are happening. The editor will welcome letters, suggestions of how to make the paper more helpful or criticisms of any articles published, whether they be from the largest jobber or manufacturer or the humblest clerk in a retail store. Naturally, too, a word of encouragement such as the following from the W. W. Chown Co., Limited, Belleville, is also appreciated:

> "We did not get Hardware and Metal last week, and as we feel we cannot do without it, would ask you to forward another copy."

In line with the established policy of Hardware and Metal to be as helpful as possible to every branch of the hardware trade, the Canadian publication rights have been secured for "Men Who Sell Things," an exceedingly practical work, written to help travelers develop their salesmanship powers. Much of a theoretical nature has been written on this subject, but this book is out of the ordinary—it is practical. Some salesmen will, of course, disagree with some of the author's contentions, but in disagreeing they will be helped and enlightened. The work will be reproduced serially in Hardware and Metal during the balance of 1908, and travelers not now receiving the paper regularly, or firms not already supplying their salesmen with the paper, can, with advantage to themselves, arrange to secure Hardware and Metal for the next six months at least.

We've had a chat of mutual interest, haven't we? But it has been a little one-sided—we've done most of the talking. Let the editor have a letter from you expressing your views, favorable or otherwise, regarding this Special Number or the regular issues. Help the Editor to help you. THE EDITOR.

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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ASSOCIATED EFFORT PAYS.

So strong and so many are the arguments in favor of business men working together for their mutual advantage, rather than singly and at cross purposes, that it would seem a waste of time and effort to point out the value of associated effort. But many otherwise intelligent men still "hoe their own row," and hold aloof from organizations which can be made of financial and social profit to them. Consequently, some brief comments seem in order.

Starting in the store itself there is need for organization. If the merchant takes his employes into his confidence and seeks their advice and co-operation in developing plans to extend the business, both he and they will profit. Call the staff together once a week, if possible, or, at least, once a month, and talk over the best methods of pushing the lines in season; decide on the window displays to be made and who is to do the trimming; discuss the store advertising and figure out if it won't pay to have one of the staff call on probable customers in town or on nearby farms to push certain lines. Don't let the conferences drag, don't let the staff feel that it is a waste of time to attend them, but go prepared to direct the discussion while giving every opportunity to let each one from the delivery boy up have a chance to suggest ideas. Take your trade paper along and discuss some of the articles on salesmanship, window dressing, advertising, trade organization, market conditions, etc., and you will soon develop a store staff capable of doubling the size of the business. An annual dinner to the staff or a bonus to the most successful workers will also help to inspire the staff with a personal interest in the business.

Another field for effort which should not be neglected is the local organization of merchants. If there is a Board of Trade or a Merchants' Association in existence, be an active member and help every move to encourage outsiders to come to town. Build up a home spirit to support local industries and keep the money circulating at home and have the local editors constantly point out that every dollar sent to a mail order house is a brick taken out of the home structure, weakening every local institution, schools, churches, entertainments, stores, newspapers, etc. And don't fail to co-operate with your own competitors. There's more money and a better peace of mind in being friends than in being enemies. In Barrie, Ont., where the hardwaremen get along like sensible business men, nails and other goods are sold at a profit, while in other towns not far away where hardwaremen don't speak as they pass by, nails were sold far below the market price all last season. Get together in a local association of hardwaremen, decide to close the stores early and come to a common understanding on the various evils confronting the trade from a local standpoint.

But the field is not yet covered. Every merchant is subject to provincial and national legislation. Unorganized this legislation cannot be as favorable as if organized action is taken. The parcels post c.o.d. regulations proposed a year ago by the Postmaster-General are a good illustration. If it had not been for the prompt action of the Ontario Retail Hardware Association these regulations would have been adopted and every postmaster in Canada would have become a c.o.d. agent for the catalogue houses with the Government paying the salary, the smaller communities suffering and the mail order millionaires piling up more wealth. Numerous other matters to be dealt with by a provincial organization, such as the sale of goods to consumers by firms looking for the trade of retailers, could be enumerated, but there is no greater advantage to be gained from trade associations than the gathering together and exchange of ideas by men engaged in one line of business in different parts of the country. The success of Retail Hardware Associations in about 40 of the States to the South, as well as in Ontario, are ample proofs of the value and necessity of trade organization and merchants, instead of looking upon the payment of a membership fee as an expenditure should consider it as one of the most profitable investments they can make.

THE OUTLOOK FOR BUSINESS.

While 1908 is hardly expected to break any records so far as volume of trade is concerned, the outlook for the hardware trade is by no means dark. On the contrary, a large and satisfactory business should be done, conditions being favorable for an active building year, while light purchases of many lines last fall and winter will mean a heavier demand for these articles during 1908.

Prior to the financial flurry of last fall everything was at its highest price, not only materials, but labor. "Wages were at the highest point ever reached, and the amount of work done in a day was the lowest ever given," says a leading architect, who goes on to point out that the cost of building was from 20 to 60 per cent. more than a few years ago. This year manufacturers are anxious to sell and workmen exceedingly desirous of securing jobs, so while speculative building will be largely eliminated, innumerable men of average means, who have been deterred from building owing to the high costs, will now erect houses for themselves.

Much money which has been spent in speculation in mining stocks; land

booms, etc., will now be turned into legitimate building enterprises, an infinitely safer class of investment. The extent that stock gambling had spread amongst Eastern merchants and land speculation amongst Western clerks, etc., was so great that the coming of a period of "tight money" must be looked upon almost as a blessing. The merchants and clerks who lost money in Cobalt stocks or town lots miles from Western Canada cities, have, or ought to have, learned that it is the wisest policy to invest only in legitimate business enterprises.

The return of confidence in Canadian securities is another indication of continued prosperity in Canada. Railroads are spending millions on construction work. Canada's mineral, forest, fisheries and agricultural wealth will all be exploited to the full this year. Tens of thousands of immigrants will continue to pour into the country, and, if we mistake not, many manufacturers will find it necessary to enlarge their plants before 1908 closes, while the beginning of another year will find retailers totalling up 1908 business and finding it compare very favorably with that of 1906 and 1907.

We are in better trim for the storm which broke over us last fall. We have reefed our sails, are steering the business ship a little more into the wind, and are better business navigators than we were a year ago.

THE ADVANTAGES OF SYSTEM.

System is the sheet anchor of every business. Its importance is not regulated by the scope of operations. To the small merchant it is just as essential as to the large one, and yet how often does the former excuse his lack of system in organization on the grounds that his trade is not extensive enough to warrant exacting business methods. This brings to mind the old story of the merchant, who, although possessing two windows to his store neglected to use one as a means of display on the grounds that the extent of his trade did not demand it. Needless to say, his trade never did.

Carelessness is an insidious foe that is always threatening a business man It creeps into his books, into the disposal of his stock, into his salesmanship, into the very heart of his business, until one day he finds that the vitality of his enterprise has been sapped, his possibilities of growth ruined, and his very existence threatened.

System is the only means whereby this evil of carelessness can be combatted and killed. System in the stock, in the books, in the selling force of the store, in the receipt and delivery of goods, in fact, system everywhere and nothing but system, and then, and only then, is the business man safe.

It is naturally impossible for the merchant just starting in business, or for the man who has gradually drifted into slack methods of organization, to institute at once a system on the lines laid down by specialists. In the one case there is a lack of experience and probably of knowledge as to the best methods to be adopted, in the other confirmed habits of carelessness and a consequent reluctance to put the house in order, to be overcome. Besides system is not of to-day, or of to-morrow. It is a development of certain fundamental lines, which development can only be brought about by the careful investigation and the business acumen of each individual merchant. Experts can tell him of various plans that have been adopted and found successful and can give him for guidance primary rules that are the foundation of all systems. But it is for the merchant himself to evolve the particular lines upon which his system shall be built up, so that from it he can secure the best advantages.

The merchant just starting into business, the man who suddenly realizes that his business is going from him through want of method, need not, therefore, be appalled at the thought of instituting system. No extreme revolutionary process is necessary. The whole organization, or what passed for organization, of the store, need not be turned upside down in a desperate attempt to institute immediately another man's system—a system that was probably only perfected after many years' labor. The resultant confusion would tend to kill the strongest resolve made to induce improvement. The merchant should start at first in one department only, bring about his changes slowly, and watch carefully their results.

He can take, for instance, his delivery of goods. Here probably he has had no system of check at all. Let him try to evolve a record book that will enable him to keep track of all goods delivered, whether they were paid for in the store paid for on delivery, or credited. When the merchant is satisfied that he has brought about some system in this direction which will stand by itself, then he can tackle another branch of his concern.

In this gradual way the introduction of system as applied to the whole organization can be brought about with the least amount of trouble, while the process will not appear half so complicated an ordeal. Once some degree of order has been evolved out of chaos, the merchant will perceive the undisguised blessing of system, and will not rest content until he has established a complete method. The great thing is to make a start, and the rest is not only easy, but a pleasure. No merchant should be deterred by the apparent difficulties of introducing system. It is never too late, never too early, for a merchant to set his house in order, for he is face to face with the inevitable fact that a business nowadays to be successful, must be conducted with system.

HELP TO CREATE BUSINESS.

If for no other than selfish reasons hardware merchants should take an interest in the public affairs of their town, district and country. The man who is unselfish enough to devote a share of his time to filling municipal positions, or to representing his district in Legislature or Parliament, broadens his ideas and new opportunities for business constantly open before him. If there isn't a Board of Trade in your town organize one, and if you haven't paid any attention to public questions in the past do so in future.

How, for instance, are the roads in your district? Have you ever considered the profit there is for the merchant in good highways. Good roads are almost as essential as good clerks. The town that is surrounded by good roads becomes a trade centre just as the city that is a railroad centre becomes a wholesale and manufacturing headquarters. Get good roads, adopt plans to attract buyers to town and use printers' ink to let outsiders know your town is on the map. The local editor will help—especially if he is made to see profit in it for him as well as for you.

Then if your town hasn't a water or sewerage system agitate for them persistently. The health of the community demands the most modern public works. And the live hardwareman who knows a few things about water filtration, septic tanks, etc., is likely the one to land a good bunch of business once the water is turned on.

There are many ways to help create business, the essential thing being to take a live interest in the things going on in your community and be in the forefront in advocating anything tending towards development and progress.

Early in November a New England hardwareman made a hit with a window exhibit devoted to "Hen Coop Repairs," this inscription appearing on a large sign occupying a central position in the window. Other much smaller cards were used freely in connection with the articles shown. The window simply and inexpensively arranged proved a trade winner, its effect being such that the merchant will repeat the display with a little modification next year.

Americans Capturing Western Stove Trade

Canadian stove manufacturers are finding that the American stove invasion of western Canada is assuming alarming proportions and the situation demands their immediate and careful consideration. A well-informed stove man, who has been all through the western provinces during the last twelve months, stated recently to Hardware and Metal that at least 50 per cent. of the stove trade in western Canada is going to American manufacturers. In the city of Winnipeg at least 70 per cent. of the stoves sold in the retail stores are of American manufacture. Other well informed stove men state that the proportion of American stoves sold is even larger. Practically every western jobbing house is either pushing American stoves exclusively or giving them the preference, and this is being done in the face of a duty of 25 per cent. Clearly the situation demands the attention of the Canadian stove manufacturers.

What is the explanation? In part it is due to the big influx of American immigrants, who, naturally enough, are favorably disposed towards the lines of stoves to which they were accustomed when living in the United States. They buy the goods with which they are acquainted and it requires good salesmanship and persistent advertising to persuade them to test the merits of lines with which they are unfamiliar. This is one cause of the present popularity of American stoves in the west.

It is sometimes stated that the principal reason is that the American manufacturers turn out a more attractive and handsome line than do the Canadian. Perhaps this objection may have held a few years ago, but an impartial examination of the various lines on the market in western Canada will convince most people that there is very little in this objection. Canadian stoves compare very favorably in appearance and design with their American rivals.

The real explanation is that the American manufacturers are making a lighter stove than the Canadian, and as a consequence they are able to sell cheaper in spite of the handicap of a 25 per cent. duty and the disabilities of the dumping clause. There is no intention of disparaging American stoves, for they satisfy the demands of the trade, and the public and are capturing a big portion of the business in western Canada; but it is an undoubted fact that they are not so substantially built as the Canadian and for that reason they are sold cheaper.

On the floor of a western hardware store one will frequently see two stoves standing side by side. They are of practically the same dimensions and in appearance there is very little to choose between them. One is of Canadian manufacture and offered at a price of say $45; the other is an American stove selling at $35. It is true that the Canadian stove may be from 75 to 100 pounds heavier than its American rival, but the customer examining those stoves can see no particular difference to warrant the extra $10 in cost, and although the dealer may try hard to sell the higher priced stove he does not always succeed in doing so. The big increase from year to year in the sales of American stoves in the west is positive proof that the public are partial to the low-priced line.

What are the Canadian foundries going to do about it? They must do something and do it quickly or the situation will soon become much more serious. One Winnipeg jobbing house has already brought in some twenty cars of stoves for 1908 trade. The fact that these stoves are being brought in so early—several months before they are actually needed for delivery—indicates that there will be "something doing" in the stove business in the west before next autumn.

There are two courses open to the Canadian manufacturer. He can change his manufacturing policy and turn out for the growing western trade a line of stoves designed to compete with the light-weight American stoves in point of price. That is, he may manufacture a cheaper and less substantial line to meet a special kind of competition. On the other hand, he may continue his present manufacturing policy and redouble his efforts to convince the public of the wisdom of buying the more substantial and consequently higher priced lines and convince the trade that it is in their interest to push the sales of the Canadian makes. This necessarily means much larger advertising appropriations and more aggressive salesmanship.

One course or the other must be adopted very shortly if the proportion of Canadian sales is to be increased.

ADVERTISE AS YOU TALK.

Retail advertising that does not possess some of the chief qualities of a good salesman fails in its purpose. It should address the public in much the same tone as you adopt in talking to customers over your counter—a tone of reasonableness that is calculated to convince. Some merchants have utterly failed to grasp this point. They are the sensational advertisers who use up valuable space to exclaim that their entire stocks will be "sacrificed regardless of price"; that goods will be sold at "ridiculous" rates; that the "cutting and slashing" of prices at their stores is unprecedented in the history of merchandising; that they practically give away "dollar bills for fifty cents"; that theirs are the "greatest price-cutting sales on earth," etc. Imagine any one of these merchants making use of such terms while endeavoring to actually sell goods to a client! He wouldn't think of doing so. Then how in the name of reason can he justify their employment in his advertising?

SOME HARDSHIPS OF TRAVELING.

Sitting in an office or working behind the counter one is apt to picture the traveler's life as one overflowing with the good things of life. Eating at hotels, seeing the country and charging expenses up to the house, looks good to the fellow who has to stay in one spot on the map and eat at home always. But try the road for a while and the average man will long for the simple meals, the cosy bed and regular hours of the man who can walk or take a street car from his house to the store every day.

Hotels in Eastern Canada are none too sanitary and meals are not what they should be, but the average Eastern salesman has only from Monday morning till Friday night on the road, and he has a touch of home life at the week end. Not so with the Western travelers, however. His territory is large, the towns small, the hotel accommodation limited, the dangers of typhoid great, and the temptations to "go wrong" unlimited. Driving over the prairie in all kinds of weather, getting up to catch the 2 a.m. train, waiting at dreary depots hours for accommodation trains, finding all the good rooms gone and having to sit up all night or bunk with the bugs, drinking water loaded with typhoid germs or accepting the invitation of the good-hearted merchant to "have something," are all incidents in the life of the salesmen in the West, apart from the difficulties of transporting baggage, making sales and "making good" with the firm.

Only a few of the rough spots have been touched upon, but volumes of "experiences" could be written by every traveler who has been given a "territory" in a "new" country. Of course there are bright spots and a fraternity feeling amongst the "boys" helps to make life worth living. "Bill, take care of the fellow upstairs, I've got to leave town and he's got the symptoms. He's a new one or he'd have piked for headquarters a day or two ago," illustrates the fellow feeling existing amongst the men who do not know who typhoid's

next victim will be. And "I've had to pack several trunks and ship them to the house," the words of a prominent Western hardwareman, indicate that constant treating at the bar and fear of changes of drinking water, with other incidentals of Western traveling life, help many to go to the bad.

No, the life of the traveler isn't all peaches and cream. At best, it is a wearisome existence and the retailer who considers his own and his fellowman's interest will always have a pleasant word if he hasn't an order for the men who call on him loaded with order books and stocks of good ideas picked up by calling at other stores.

METALS DURING THE PAST YEAR.

The year 1907 opened with the Industrial Army of America on the "double quick," and closed with the greater part of the army marking time and some of the largest regiments disbanded. Economists, who are quoted as world-wide authorities , explained the disastrous ending as a result of a too rapid expansion of credit resources. The banks in Canada early in the year prepared to curtail their loans, and quite a number of new concerns, with more or less incapable management, failed, attempting to extenuate non-success by reason of the monetary stringency. The compelling optimism of the Canadian West overshadowed any idea of caution, and Eastern manufacturers and jobbers were easily led to extend credit without any very complete investigation. There is always a due date—settlement must be made some time—and the year 1908 is the period when adjustment of 1907 accounts will proceed and finish. Metals now occupy such a large place in the world's activities that changes in prices are eagerly noted even by those engaged in businesses not allied to the metal trade; advances being taken as foreshadowing commercial activity; declines on the other hand as indicating approaching dullness.

Copper to-day occupies the centre of the stage. The financial columns of the daily newspaper continually quote copper prices, the closing or opening of mines and other items pertaining to copper. The reason why copper is so much in the public eye is doubtless because some of the principal users of the metal were the first to feel the effects of the too rapid expansion of business and consequent tightness of money. The electrical development in America—now of enormous proportions and destined to be still greater—is one of the great factors in the copper situation. Mention must also be made of the frenzied writings of a certain New Englander, who created what might be called an outside academic interest in copper.

London prices are probably the best criterion of values. In January, 1907, the high point for standard copper was £108 10s. ($24.75), while in December, 1907, the low point was £57 5s. ($12.60). Since the turn of the year copper has recovered very slightly, the price for spot being at time of writing £58 12s. 6d. ($12.90). Standard copper is a purely speculative article. Best selected casting ingots command higher prices. At present figures, the uses of the metal should be multiplied, and it must be remembered that the production of copper is in strong hands. Considerable buying has taken place this month for delivery in April, May and June, and there is a strong feeling that prices will not recede very much more and that any change will be in the nature of an advance. European purchases of American copper have been of record proportions, and it is stated that the leading interest in the States has been unloading surpluses in Europe at considerably under American prices. The metal is not all going into consumption—a great part is being held for a rise.

Tin, the favorite child of the London Metal Exchange, has had the same vicissitudes in value as copper. The top price in January, 1907, was £192 15s.—the lowest price in December, 1907, was £115 10s—a drop of £77 5s., equivalent to about 17c. per pound. It has recovered some since the beginning of the year, the present spot price being £135 15s. American consumers have been going too bare of stocks lately with the result that during the last four weeks several squeezes have been engineered in New York, a premium of one cent per pound having been paid for spot tin, as against tin delivered ex vessel or dock. The future of tin is not clear. It is a metal indispensable, without any substitute, and must continue to be the plaything of the large operators. It would, of course, be absurd to say that the metal is entirely controlled by specultors, as the demand in the end must be the determining factor of value.

Lead, during 1907, in common with other metals, was selling at high prices. At the beginning of the year the London price for Spanish was equivalent to $4.40, at the close $2.85—quite a marked decline. The stocks of lead are not very large, and, as a result, the prices have been very irregular. The present London price for Spanish is about £13 13s. 9d. ($3). The world's production in 1907 amounted to about 1,000,000 tons of which one-third was produced in the United States.

Zinc was quoted in London at equivalent to $6.20 in January, 1907, and in December at $4.30—a decline of nearly two cents per pound. It will be seen, therefore, that zinc had a common fate with other metals. During the early part of 1908 the price started to advance, the present level being about $4.65. Zinc producers made preparations very early to curtail their output when bad times were sighted, the result being that the stocks are small and the market in a fair condition.

Antimony varied in price in 1907 from $26 in January to $9 in December, an astonishing drop of 17c. per lb., or a decline of 66 2-3 per cent. It is a metal very much in demand in war time, and the conflict in the East raised prices to extraordinary levels which were maintained for a considerable period. It is undoubtedly at bottom figures at present, and the slightest improvement in trade would start a strong upward movement.

Iron and steel were produced in record quantities in 1907. The production of pig iron amounted in round figures to 60,000,000 tons—a colossal output. The United States produced over 25 million tons; Germany, 12 million; Great Britain, 10 million. Canada ranked ninth among the world's producers, following Sweden and leading Spain. The output was about 600,000 tons, mostly made with foreign ores. The larger interests in Canada are unfortunately in a somewhat disorganized condition, and a real steady and profitable system of manufacture has not yet been attained. The great fault has been that the beginnings were not on a modest scale and the controlling interests were not ironmasters. Middlesboro pig iron was selling in January, 1907, at 60s. (equivalent to $15), and in December, 1907, at about 48s. The stocks in January, 1907, were 538,154 tons, and in December, 1907, about 89,000 tons, so that it will be seen that stocks are very low, a fact that will surely prevent any great recession in price. Strong evidence of the wealth of Great Britain is given by the fact that it is the only country in the world, financially able to carry a stock of pig iron.

Finished iron and steel such as structural material plates, sheets, tinplates, etc., were turned out in record quantities in 1907, but the last three months of the year found the mills working on old contracts with little new business in sight. It will be gleaned from the foregoing that this condition existed in all lines of the metal business. The outlook for 1908 is one of diminished production in the first half of the year, but in the last half a reaction will set in. The very momentum acquired in organized trade will be sufficiently strong to prevent stagnation.

Manufacturers of certain lines of machinery report that Russia is buying in large quantities, and as the activity spreads the wheels of commerce will turn more rapidly in all countries. Again records in production will be broken, prices soar, and history repeat itself.

Evolution Towards Cash System

Reasons Why Cash is Superseding Credit—Experiences of Many Merchants in Western Canada—Two Years' Successful Operation at Regina—Results of a Trial of the Cash System at Goderich.

Cash System Superceding Credit

Weston Wrigley Outlines How the Movement Has Developed in Canada—Experiences of Ontario Hardwaremen.

It would be hard to find a hardware merchant who would not prefer to conduct his business on strictly cash principles, but the fact is that few have been able to do so in the past. Certain forces are at work in society, however, which tend to place mercantile business in a position where credit sales can be greatly decreased, if not abolished altogether, and the wise merchant is he who recognizes this tendency and trims his sails in the direction the wind is blowing.

The mail order houses have been responsible for much of the educational work in favor of the cash system. They have taught the farmers to buy for cash, and have forced many merchants to modernize their business methods in order to prevent their business from slipping away to the catalogue houses. They have, in addition, helped to make possible the many large and successful retail hardware associations, which are helping to revolutionize the thought and business methods of the retail trade, and, incidentally, the catalogue houses have also encouraged the dealers in some districts to centralize their business under one roof in order to successfully compete with the large city enterprises.

Bankers Encourage Savings Habit.

Another force which has aided the cash movement in Canada has been the development of the savings bank system in that country. A few years ago a bright bank manager hit upon the idea of telling the merchants who did business with his bank it would be more businesslike to pay cheques instead of cash to farmers from whom they purchased butter, eggs and other produce. The merchants did so, and when the farmer went to the bank to cash the cheque he was urged to leave all or part of the money on deposit.

The banker generally succeeded in this and thus the 'savings'' germ was implanted into the farmer's brain, and he soon learned to ''stand off'' the merchant from whom he bought his hardware and other goods. The merchant was told to wait until some pigs were sold or some wheat marketed, the farmer all the while leaving his money in the savings bank and running his farm on the merchant's credit. There was, of course, a limit to this, and when the merchant saw the point, or when the banker or wholesaler shortened the terms of credit on the retailer, it soon became evident that it must either be the cash system or bankruptcy.

Whatever the reasons encouraging retail merchants to adopt the cash system, the results are satisfactory, the granting of credit to customers having a demoralizing effect upon both merchant and customer. The hardwareman who does business on the credit principle loans out his money (in the form of goods) without interest, and, as a rule, gets little thanks for his ''philanthropy.'' His giving of credit will soon tie up his surplus capital and he will be forced to buy from one jobber on long terms of credit, losing discounts on short term purchases, and being unable to take advantage of bargains available from other houses for want of ready cash. He will be worried by constant efforts to keep his collections up-to-date, every year having to mark off his books some bad accounts incurred by dead beats or by parties who move away and neglect to settle their bills. The customer, too, finding that goods can be had on credit, is apt to buy many articles he would not purchase if he had to pay out cash. The account gradually grows and soon reaches a point where the customer cannot pay without extreme effort, and the merchant dare not refuse more goods in fear of losing the whole amount.

Credit System Develops Waste.

It may seem easier to sell goods on credit, and it may seem possible to charge more for goods sold on credit, but if the merchant sizes up the extra cost of book-keeping, the cost of making collections, the loss on bad accounts, the interest on the money tied up, the opportunities lost by not having his money available for use, and the many other features of the credit system, it will be seen that the extra profits soon melt away, and the readiness in making sales is not an advantage. Why should a merchant conduct a ''private loaning business'' and neglect to demand the ordinary security for his loan, merely accepting his customer's word that he will pay you later—if his health keeps good, if he is honest, if he does not pay some other fellow's accounts first, or if crops are good?

Much better sell for cash and give customers better value for their money, besides doing away with the favoritism which makes Smith, who pays cash, pay for part of the goods Black got and did not pay for. Much better, also, do away with the necessity of spending days and hours book-keeping and account collecting, using this time to pay greater attention to buying, ad.-writing, window-dressing, or to meeting cash customers. Other advantages could be gained, such as the taking of cash discounts, the saving in loss by mistakes in accounts and the prevention of making bad friends by disputes over accounts. Every night or every month, too, the merchant could know just where he was at, and what money he had available for investment or expansion of the business.

The merchant who is conducting a credit business and decides to change to the cash system should endeavor to induce his fellow hardwaremen to take the step at the same time, but he must have the backbone to act himself whether his competitors do so or not. In one Western town several dealers in one line got together, each agreeing to sell for cash only, and putting up a deposit of $300 as evidence of good faith. Where the rule is broken a firm is fined $50 for the first offence, $100 for the second, and $150 for the third; all money paid in fines being given to local charities.

What Steps to Take.

Announcement should be made to all customers that after a certain date all sales will be for cash only. Notices should be posted up in the store, the local paper should be used (both in the reading and advertising columns), and a circular letter should also be sent to all customers. In these announcements emphasis should be laid upon the rigid nature of the new rule, and attention

drawn to the fact that by buying and selling for cash no bad debts will be incurred, and customers can be given better value for their money.

Difficulties will be met, and some old customers may appear hurt at first, only the really undesirable ones will discontinue, and even these will come back on a cash basis if all the dealers refuse them credit. The one thing necessary is a strict adherence to the new rule—that cash or note must be given by every customer before goods are delivered. That done, the rest will come easy, as a dealer who once has had the experience of conducting a cash business will not be satisfied to again undergo the worry and loss of the credit system, the very fact that it is known that a merchant sells for cash only being a protection against dead beats.

From the time that the first merchant discovered it possible to run a store on the cash system credit was doomed, and it is only a question of a few years before the evolution now going on will have made cash universally triumphant over the antiquated credit system.

CASH SYSTEM AT GODERICH.

Last April two hardwaremen at Goderich, E. P. Paulin and C. C. Lee, decided to adopt the cash system and placed the following announcement in their local papers:

> We, the Hardware Merchants of Goderich, feel, after years of hard experience, that the credit business is a failure. The most progressive Hardware Merchants in other parts of the country are discarding the old credit system, and they find that the customers are better satisfied, for a few of the following reasons:
>
> 1st. If the merchant gets cash for his goods he pays spot cash and saves the discount; as a result he is enabled to sell his goods at the very smallest profit.
>
> 2nd. The cash system will enable the customers to buy goods right at home as cheap as at any of the large cash stores.
>
> 3rd. The customer has the advantage of selecting his goods on the spot, thus avoiding the unpleasant and costly plan of receiving wrong goods from the big cash stores.
>
> 4th. Under the credit system the good pay man has to make up for the poor pay man and the man who never pays at all. Under the cash system every man will stand on his own merits.
>
> 5th. There are many other advantages to the customer and merchant. The difference between our present credit prices and prices under the cash system will range from 5 per cent. to 10 per cent.; that is, we well sell goods for cash 5 per cent. to 10 per cent. less than at present. Heavy hardware, nails, wire, etc., price will remain as at present, which are cash prices.
>
> We have decided to adopt the cash system and on the first day of May, 1907, the same will become operative in our respective places of business. We will give you value for your money, and with your sympathetic support hope to convince you that you and we are the gainers by this system.
>
> Signed, C. C. LEE.
> E. P. PAULIN.

Asked regarding his nine months' experience with the cash system, Mr. Lee, on Feb. 5, said he was well satisfied with it as far as he carried it, but the difficulty he experienced was in doing plumbing, tinsmithing and steamfitting, that the customers do not follow the men back to settle. It has, however, been the means of keeping a lot of dead heads out.

"When they come and ask for credit," said Mr. Lee, "we simply tell them we are running a cash business."

"Did you lose any customers by refusing them credit?" was asked.

"We did two or three, but they came back again."

"Were you successful in collecting the bulk of your outstanding accounts?"

"We got in a lot of them by using the Retail Hardware Association's collecting letters but still we have a lot out yet."

"In your opinion, can a hardware merchant with a reasonable amount of backbone adopt the cash system to advantage, even though his competitor still gives credit?"

"I certainly say he can, and if I were running a straight hardware business there would not be a cent's worth of goods go out of the store without being paid for but, as I said before, the other branches of our business make it very difficult for us to keep to the straight cash business."

Western Merchants Adopting Cash System

F. R. Munro Gives the Experiences of Several Merchants Who Have Made the Plunge—Boissevain Hardwareman Sells Coupons, Taking Customer's Note or Allowing Discount for Cash.

Without doubt the most interesting development in the retail trade of Western Canada during the last two years has been the steady curtailment of credit in all parts of the Western Provinces and the widespread introduction of a strictly cash system of doing business. It is not too much to say that there is no town or village in Western Canada where credit can be obtained in the stores as easily to-day as was the case two or three years ago. Credit has been curtailed and made more difficult to obtain in all parts of Western Provinces, and there are many towns where all the merchants have undertaken to shut down on credit absolutely; there are also many instances of a single merchant in a town or village shutting down on credit and adopting a cash system regardless of the action of his competitors. The tendency is widespread and owing to the success with which the cash system is meeting in almost every district where it is given a fair trial, the movement is growing like a rolling snowball.

Long Credit a Curse.

Long credit is the curse of business in all new countries and Western Canada has suffered from the abuses of a system which was, perhaps, a necessary evil in the earlier history of the country. In this respect Western Canada has been repeating the history of Eastern Canada two or three generations ago, when the Eastern Provinces were young; with this difference, that there is every indication that the West is finding the proper solution of the problem earlier in its history, and bids fair to outdo the East in the introduction and maintenance of a cash system of doing business.

Undoubtedly the world-wide financial difficulties of the past year have given a big impetus to the movement, and to a certain extent it is true that Western merchants have made a virtue of necessity. Certain it is that the touch of hard times from which the country has suffered has hastened the growth of the movement, but it also is a fact well-

known to those acquainted with conditions in Western Canada, that the movement had gained considerable headway long before the present financial stringency was dreamed of.

Conditions in many sections were becoming intolerable, even in prosperous times, and merchants could not fail to see that the load of credit which their customers wanted them to carry was unreasonably heavy; farmers had learned in the early years of the country to pay their bills once a year, when their wheat was sold and to expect twelve months' credit at the country stores and having "got the habit," they did not change their custom, when, with the growth of the country and the accumulation of their wealth, they were well able to pay cash for their goods. The situation demanded a remedy, and the shrewder merchants set themselves to the task of finding what that remedy should be.

Retail Associations Helped.

It was mainly because of this unsatisfactory state of affairs that the Retail Association movements made such splendid headway in a short space of time. The Retail Hardware Association of Western Canada very shortly after its organization, undertook to grapple with the problem, and the educational results of the discussions which followed in general and local meetings, was very great. It is true that owing to the financial difficulties in organizing a single line of trade in such a vast territory, that association is not now so active as it was, but the results of its work in connection with the credit evil have been permanent and far-reaching. The Retail Merchants' Association of Western Canada, an organization comprising the general stores and lines other than hardware, also attempted to find a solution of the problem and to educate merchants to adopt the cash system, or, at least, very materially curtail credits. The wholesale houses and the trade press all did their part in the work, and the net result was that in all parts of the country movements were set on foot which boded ill for the credit system.

In many towns and districts agreements were made by the merchants to stop all credit between the months of November and April, the period when money is ordinarily most plentiful. In others concerted efforts were made to establish a strictly cash system of business and in still others no concerted effort was made, but individual merchants decided to demand cash for all goods sold. Then came the stringency of 1907, and the movement already strong, gained much additional impetus.

H. S. Price, Boissevain, Man., one of the shrewdest and best-known hardware men in the West, had a cash system in view for two or three years or more, but it was not until the fall of 1907 that he decided to take the plunge. In conversation with a Hardware and Metal representative in Winnipeg a short time ago, he expressed himself as being satisfied with results achieved up to date.

"The way I figure it," said he, "is that I can afford to do considerably less total business in a year if I can get my money promptly for everything that I sell. I can make as much money on a smaller turnover and have much less worry and anxiety. But I don't know that I am going to have much, or, indeed, any decrease in business, for although a good number of my customers didn't like the new system at first, the great majority see the reasonableness of my position now."

"Last fall when I decided to make the change I took my full list of customers



H. S. PRICE, BOISSEVAIN, MAN.

and wrote them a nice letter, explaining the matter to them as diplomatically as I knew how. I told them it was simply a matter of necessity, that I couldn't afford to carry accounts for a year at a time, and that I intended starting a new system with a rule that would apply to every customer."

Credit Customers Buy Coupons.

"Some of them still wanted credit, and, finally, I hit upon a compromise. I have a system of coupon books, and when a man wants credit I sell him a coupon book for $50, $25 or $10, and take his note bearing interest for the amount. I part with my goods only for cash or coupons; I carry no book accounts.

"Then it occurred to me to sell coupon books for cash, allowing a discount of 5 per cent. on a $50 book, and 3 per cent. on a $25 book Even in this year of financial trouble I have sold some of these books for cash, and in an ordinary year I could sell more of them"

"Selling for cash enables me to sell on a closer margin, and I am able to show my customers that they are saving money under the cash system

"I find a very friendly spirit towards me among merchants who have not yet established a cash system, and several have assured me that they are only waiting to see how I get along before inaugurating some such system themselves."

Deloraine Merchants Pleased.

Montgomery Bros., of Deloraine, conduct a large general store business, and some months ago they decided to start a cash system regardless of what their competitors might do. They established a cash system on their own initiative, and made no agreement with their competitors.

In a letter to Hardware and Metal, under date of Feb. 17th, they expressed themselves well satisfied with results obtained. "Our reason for starting the cash system," they say, "was the large amount of money which was practically taken out of our business for several months in the year, which made it difficult to finance and pay cash for our goods, and the large amount of time required by our manager in looking after the credit business to prevent losses."

They state that they insist strictly on cash payments from all but three customers. These exceptions are two hotels, making weekly settlements, and a lady who orders over the 'phone and pays promptly at stated intervals. They expect that the critical time will be during July and August, the period when most people in their district usually want credit.

Indian Head Merchant's Effort.

C. T. Laird, Indian Head, is a hardware merchant who has greatly curtailed credit, but is not doing a strictly cash business. In a recent letter to Hardware and Metal he explained that local competitive conditions made it practically impossible for him to put his business on a strictly cash system, as he would like to do. He has, however, shut down on credit to all but elevators, mills, contractors and the Government.

"I may have lost some customers," said he, "by refusing to give them any further time accommodation, but I feel that it is better to lose the customers than to lose the goods, as in many cases I should do if I allowed credit. I may have lost some customers, but I am sure that I would not have lost them had they not been able to get credit elsewhere."

"From the appreciation my customers are showing for my cash inducements and what they say in regard to

the cash system, my short experience in running what is practically a cash business has convinced me that if the merchants would all hold out for a cash system it would be much more satisfactory for all concerned. I hope to see the cash system thoroughly established in this country."

Mr. Laird is having the usual difficulties that beset any individual merchant who establishes a cash business, while his competitors still give credit, but he seems fairly well satisfied with the results obtained.

A Fifteen Months' Trial.

Theodore Miles, a hardwareman in Kamsack, Sask., adopted the cash system fifteen months ago, and now has no use for credit. In a letter to Hardware and Metal he stated that he adopted the cash system on his own initiative, and had no understanding or agreement with his competitors.

"I insist on getting cash from every customer," said he. "I can see no reason for making any exceptions. I wouldn't make an exception for a man who isn't able to pay, and I see no reason for making an exception for the man who has the money. The better the customer the more reason why he should pay at once.

"I adopted the cash system because I was losing all my profits on bad debts, and now I would not think of going back to the old system. I have had many customers tell me they are glad I started the cash system, for they have been able to get along nicely without credit, and now are glad that they do not owe me anything."

Other Experiences.

A year ago the dealers in Cartwright, Man., adopted the unique plan of forming a joint stock company to take over all their various stores and businesses. "Merchants, Limited," as the new firm is called, has, of course, eliminated all competition in the town, and by selling for cash only has been able to reduce prices very materially, thus aiding in the fight against the mail order houses.

Hamelin Bros., with their big string of stores, extending through Manitoba and Saskatchewan, adopted the cash system last fall and are well satisfied with results.

Instances of the kind might be multiplied at great length for the movement has spread all through the West; but these will serve the purposes of illustration. There is no doubt that one result of the financial stringency of the last few months will be to place the retail business of Western Canada permanently on a sounder and more satisfactory basis.

Two Years' Experience at Regina

W. K. McInnis Describes the Cash System Adopted by the Regina Trading Co. in 1906—Customers Pay Accounts in Advance.

"Would it be advisable for me to adopt the cash system?" is a question which at some time or other confronts every merchant, especially in Western Canada, and the merits of the business run on a cash basis, as compared with those of the business done on the credit system, are constantly under review. With many the question never seems settled, as there are advantages to be cited in either system. But so far as one of the leading mercantile establishments of Regina is concerned, the question is settled once and for all. The



J. F. BOLE, M.P.P.
Manager Regina Trading Company.

store referred to had reduced the cash system to a science, and to-day the richest man in Canada could not secure goods there without the cash. How the system is worked out is, of course, the interesting point, and one which will bear explanation here.

At the outset, it may be stated that the store referred to, the Regina Trading Company, Limited, does the largest business of any store, not only in Regina, but in the Province of Saskatchewan. Its trade, by means of the mail order system, had been spread throughout the length and breadth of this Province, and in Regina the store carries a stock that can only be duplicated at Winnipeg, Toronto, or other large cities. The reason for all this is found in the cash system which was introduced two years ago.

With the commencement of 1908, the Regina Trading Company entered the third year of business under the cash system, and the manager sums up his success in figures which sound almost too large to be true, and in words which are glowing tributes to the pay-as-you-go plan in operation there. During the two years of operation under the cash system the business has grown by leaps and bounds, and the store that started on a modest scale is to-day the busy hive of commerce, its spacious departments thronged with people from morning till night, and hustling clerks handling their trade, taking in the money for each transaction, and every sale marking an addition to the cash receipts which in the evening will be totalled up. Two cash girls are required to handle the business, and even during dull times such as have been experienced throughout the West during the winter months, they have been taxed to capacity.

Felt Need of a Change.

The Regina Trading Company introduced the cash system at a time when affairs had reached such a stage that there was need of a move of some kind or other along a new line. Three years ago the management felt that some change must be made, and it was decided to give cash discount of five per cent. off the marked prices. Goods were all plainly marked and those taking credit were charged full price, while those desiring to pay cash could secure five per cent. discount. It was thought that by the introduction of this scheme the number of book accounts could be greatly reduced. But what was the result? That it was not satisfactory can be judged because after a year of this system another change was made. The experience of the management with the five per cent. cash discount scheme was that those customers who would pay cash anyway, took advantage of the discount, while those who were in the habit of running book accounts with a firm took the credit and paid for their goods at regular prices, apparently thinking that little was to be gained by endeavoring to pay cash and getting the discount.

But under this cash discount system business was growing rapidly just the same. The city and the Province were advancing and large numbers of new people were coming in to the district. It was easy to see that to continue to do a credit business would be to get more

on the books than they would be able to carry with the banks.

Could Afford to Lose Money.

In November, 1905, it was estimated that the firm had book accounts to the amount of $60,000, and this was steadily increasing, for every day someone asked for credit, and every day a new account was opened, and some days there were a good many new ones. It was estimated that they could afford to lose $40,000 off the annual turn-over, and still make as much money under the cash system as could be made under the credit method of doing business. It was a bold step to take, and one which required a great deal of courage, but after due consideration, the management decided that on and after January 1, 1906, the business would be conducted on a strictly cash basis.

Everyone Knew of It.

Means were taken to make everyone acquainted with the change proposed, and through advertisements in the Regina papers the announcement was made that there would be no credit after January 1. Every customer whose name was on the books of the company received a circular informing him of the change, and requesting that the balance standing against his name be cleared up. Through the medium of the daily and weekly press of Regina the announcement was also made:

New Rule in Force.

The new rule was strict. All goods had to be paid for at the counter or on delivery, and system of c.o.d.'s was introduced. This was reduced to the simplest scheme possible, and is found to work exceedingly well. However, the management knew the convenience of the charge system, and decided that there must be some substitute for the straight monthly account—some means devised by which people could telephone in orders and pay for their goods monthly. After many suggestions and much consideration they adopted the plan of demanding the cash in advance from the customers who desired their goods without payment at the counter. This at first appeared to be a most extraordinary request for any merchant to make, but as it has worked out it will be seen that it is proving quite satisfactory to all who have adopted it. Customers who desired their goods charged up were required to make deposits at the first of each month, a credit entry being made for the amount, and four per cent per annum added to the daily balance. When the customer with such a deposit account desires goods he places the order with the clerk, the counter check is sent through, marked paid by the cash girl, and returned to the clerk to have the order filled,

At the first introduction of this system some customers kicked. There were those who had always been good patrons of the store who got on their dignity at a demand for cash, and said they had always been able to get credit, and could get it elsewhere if the Trading Company would not give it. The management had expected that there would be some customers take this view, and although it was pretty discouraging to see one after another good customer refused credit and withdraw his trade, they never gave in to anyone The first refusal of credit was to the City of Regina. The rule was made to fit everyone, and when the corporation applied for credit, it could not be secured. They went elsewhere. The next large customer refused was the Government of the Province of Saskatchewan, for even that institution could not secure a line of credit at this store. It is to this feature of the system that special credit for its success is attributed: favors were granted to no one and no one could get goods on time.

Deposit Account System.

Further explanation of the deposit account system will not be out of place here. A book is kept in the cash desk for each depositor, run after the fashion of an ordinary bank pass book. When a deposit is made the amount is entered up just as is done in dealing with the bank. Lists are posted in the different departments showing the names of those who have deposit accounts, and from this list each clerk takes his instructions in the main. When a customer having a deposit account makes a purchase, the clerk makes out a bill in the counter check book, this being sent in over the cash carriers to the girl in the cash desk. If the depositor still has a balance to credit, the girl stamps the bill "paid" and sends it back to the clerk. After this procedure is gone through the clerk puts up the goods, but he is not allowed to do so until the cash girl has placed her stamp on the bill. In this way the responsibility for seeing that customers do not overdraw their accounts is placed upon the cash girls, and their part in the deposit account system is no small one, requiring as it does accuracy and integrity.

When the bill for the goods is stamped "paid" by the cash girl, she immediately enters in the debit column of the deposit account book the date and the total of the bill. The duplicate part of the bill goes to the office, and there lady clerks enter on the ledger account the purchases, item by item. A loose leaf system is employed for this purpose, and at the end of each month the depositor is sent a statement showing the goods purchased with each bill, and the balance, if there be any, to his credit. A statement of the total of each bill of goods is also sent. The deposit book is returned with the statement, and the customer thereby has the means of checking off the items and assuring himself of the accuracy of the charges



Street Scene Showing Regina Trading Co.'s Store.

made against his deposit account. By the use of carbon a copy of the passbook is also kept on file at the office.

Cash on Delivery System.

The c.o.d. system is handled in this way: There are customers who telephone orders, but who do not keep any deposit account. Their goods are delivered to them with c.o.d. slips attached, and the delivery man collects or brings back the goods. Each delivery man is given $10 in change, which he carries at all times. When a clerk takes an order over the telephone or at the counter for c.o.d., the duplicate of the bill goes into the cash desk and is filed on what is known as the "C.O.D. File." The clerks are furnished with large red stickers marked "c.o.d.", on which there is space for the address and the amount of the bill to be collected, the bill of the goods always being attached to the parcel to ensure no mistake being made. The duplicate bill, which was sent to the cash desk by the clerk, is taken from there to the office, and the bunch of these is separated into districts, one district for the route of each driver. In the morning each delivery man is required to cash-in the amount of his previous day's collections, and some times these men carry over night as much as $40 or $50, or even more. To secure men who can be held responsible for this work, the store must pay top wages, but it is found that in the end this pays, and the Regina Trading Company has never yet lost through an absconding clerk.

Result of System.

The result of the introduction of this very complete system has been most satisfactory. After two years' trial it is found that instead of losing $40,000 in volume of trade—which it was figured could be dropped without losing profit—during the first year the cash system was in operation, 1906, the business showed an increase in volume of $80,000 over the previous year, and the year just closed, 1907, showed an increase of $100,000 over 1906, or $180,000 over 1905, the last year the credit system was in force, and the year during which the five per cent. cash discount was allowed. Another most remarkable feature of the business of the Regina Trading Company is that during 1906 there was never a month that did not show an increase in business over the corresponding month of the year previous, and during the year 1907 there was never a month that did not show another increase over the corresponding month of 1906. When one considers the times of financial depression through which the country passed during the closing months of 1907, this statement is the more remarkable.

The Man Behind.

The man who has accomplished things as set forth in the foregoing is J. F. Bole, M.L.A., manager of the business of the Regina Trading Company. It is not without some degree of pride that he looks back over the past two years and views the success which he introduced with the cash system, and he has not the slightest hesitation in recommending to other merchants the adoption of a similar style of business. The details, he said, must of course be worked out to suit the needs of the community in which business is being done, but the principle is always the same, and he believes that what the Regina Trading Company has done, other stores can do. In conversation with Hardware and Metal's representative, he remarked that the great secret of his success has been that he gave in to no one. Had he granted any favors and given credit to individuals, the first effect would have been to demoralize the staff of the store, and if the manager started to do such a thing, the clerks would be tempted to do the same. The very people to whom the favor of credit might be granted would be the first to lose confidence, and sooner or later others would learn that such favors were being granted, and they, too, would lose confidence. By refusing the requests of everyone, the management at first lost customers for the store, but the greater part of these have since recognized the value of the monthly deposit system or of paying cash, and they have nearly all returned with their trade, admitting the rule adopted to be the best one. Had the old credit system been continued, Mr. Bole says, instead of having no accounts on the books now, there would be $100,000 or more, and this would be more than the store could carry. Making people thoroughly acquainted with the new system of business was an important factor in the success of the undertaking, and another feature which helped along the business was that the store was able to and did sell cheaper than competitors were selling. They could afford to do this because there were no bad debts, and they knew that every time the carriers came to the cash desk they contained money and not additional bills to be charged on long monthly accounts.

Great Help in Financing.

There is another feature of the business which will be of great interest to merchants. The deposit account system, bringing in as it does large sums of money each month, provides a great assistance to financing. The depositor bringing in a deposit of $100 on the first day of the month is credited with $100, plus four per cent. per annum for the 30 days, or total of $100.33. On the day the depositor makes this payment of $100, the store probably has a bill of goods for $100 coming due. To pay this bill promptly would be to save the trade discount of five per cent. and with the depositor's $100 the store pays the bill of goods, securing five per cent. discount. In this way the depositor secured $100.33 for his even $100, and the wholesaler secured $95 in settlement of the $100 bill of goods. The store, on the other hand, having paid 33 cents for the use of the customer's $100 for the month, saves $5 by paying the bill due, and makes a net profit of $4.67 on the transaction, in addition to securing payment in advance for the goods sold out of the store and doing away with endless bookkeeping entailed by the credit system.

This is a feature which is well worth the careful consideration of every merchant, for by it he is enabled to finance almost without the assistance of the banks, and to carry stock varied in quality as well as in quantity, which he could not handle under the monthly account system.

THE BUTCHER WANTED CASH.

A little girl went into a hardware store and said: "Ma wants a paper o' tacks and a hammer, an' says she will send a half dollar around when pa comes home."

"Very well," replied the hardware man.

"But," continued the child, "ma wants the change out of the half dollar, so she can get some pork chops for lunch."

ANOTHER FIRM ADOPTS CASH.

Charles C. Wright, successor to James Wright & Son, Strathroy, Ont., is another far-seeing hardwareman who has discarded the credit system, and after April 1 will be conducting his business on a straight cash and note basis. The terms made known in a large half-page advertisement in the Strathroy Age in February and March are:

General hardware—Cash.

Wire—Three months' note.

Stoves—Four months' note.

Binder Twine—Oct. 1 by note or cash.

Factories—Three months.

Painters, Threshers, Pumpmen and Blacksmiths—Four months.

Builders and Contractors—When job is complete.

Farm Machinery, Windmills, Buggies, Wagons, etc.—One, two and three payments to suit purchasers.

Some Canadian Hardware Stores

Changes of Half a Century—Descriptions of Some Pioneer Canadian Stores—Difficulties Met With in Early Days and How They Were Overcome—Description of Store Built on Square Plan.

Changes Made in Fifty Years

Live Traders of To-day Will Do Well to Compare Existing Conditions With Those of Half a Century Ago.

In the Old Country half a century ago, the ironmonger (he was not called a hardwareman then) was almost proud of his antiquated shop with two small bow windows, entered by one or two steps from the street. The window frames, with small panes of glass, helped to prevent a too critical inspection of the contents of the window, which remained, in season and out, without much change. Cleaning the window was the event of the season, and when "spring cleaned" and the copper kettles, seldom sold, which had gone black, had been polished by the one workman—a tinker who knew how to make a copper furnace pan, too—and replaced by the assistant who had become grim and black in removing the dirt and dust of the previous half year, the window was ready for inspection. In those far-off days there appear to have been two kinds of window dressing—one which consisted in the display of a few articles which, like the chemists' jars and huge bottles of colored water, might be said to be symbolical of the trade, and the other type which made the shop window a dumping ground for all and every sundry for which there was no proper place, and especially for those articles which were never called for. The early ironmonger's shop reeked with the smell of oils, paints and colors—kerosene and colza were the burning oils, afterwards followed by paraffin, a shale oil of many undesirable qualifications.

Neglected Windows.

The change from the window just described to the plate-glass one divided into some three or four sections was very marked, but the window dressers of the seventies and eighties did not rise to their opportunities, and evidently thought that such advertising efforts were beneath their attention and best left to drapers, whose assistants, termed in derision "counter jumpers" from their activity and efforts at smart salesmanship, were looked down upon by the ironmongers' assistants, who thought it more dignified to stand behind their counters and to await the call for locks, nails, paints and, perchance, brass-foundry. Market days were looked upon as a "rushing time," and every week for a few short hours the hardwaremen of those days in all the war paint of black aprons and sleeves, sought to satisfy the inroads made upon their stock by farmers and country folk who had plenty of ready money wherewith to fill the hardwareman's till.

The evolution in stock seems to have been almost as slow as the methods of procedure, yet the advance toward the conditions of trading now prevailing was being steadily made all the time. There is scarcely a single article or group of articles the same to-day as forty, thirty, twenty, or even ten years ago, and the nearer the present time was approached the quicker the pace became. Take a few things as specimens. The harvest is over, and its ingathering has been accomplished by reapers, binders, mowers and all those beautifully finished and delicately contrived labor-saving contrivances, for the manufacture of which America is celebrated. Look back at the days when ironmongers sold over their counters the crude scythes and sickles, wooden hay-rakes and clumsy pikels, which were the sole tools used to assist manual labor at harvest time. The sickles and scythes were sharpened by the whetstone, but the hum of the machine was unknown.

Evolution in Tools.

Turn to the workman's kit and learn how few were the tools he needed in the past! The skilled mechanic to-day needs, or fancies he needs, all the modern tools which inventors in America and other places have provided him with, and his workshop is fitted with wood-working machinery and, in common with the village wheelwright, blacksmith and builder, has power to work his machinery. The hardwareman's workshop is not now complete—or indeed is he able to compete with his fellows—unless he has a gas engine or possibly a dynamo and electric power and light. His plant includes lathes, bending and turning machines and presses, and elaborate tools wherewith to shape the metal he manipulates. What about the days when the tinman hollowed his saucepan lids and kettle tops by hand upon a wooden hollowing block, and bent his stove pipes over a wooden mandrill, forcing the grooves into place by sheer exertion of hand and foot? Brute force was a necessary qualification of the workman, and skill and knowledge of mechanics played no part in the shop of a quarter of a century ago.

Wonders Worked by Evolution.

In every branch of ironmongery evolution has worked wonders. The kitchen necessaries of to-day are legion compared with those of a former generation. The beautiful vessels of light steel, aluminum and enamelled ware, take the place of the three-legged iron pot, the cast saucepan and heavy brass maslin. The wooden spoon and common iron meat fork were clumsy indeed compared with the light tools the present-day cook has at her disposal. The open fire wasteful range, the old hog grate and the forest sham gave place to cooker, portable stove, and the quick-heating, economical ovens of to-day. What stronger evidence of advancement can be given than that of lighting contrivances? The moderator lamp, the argand, the flat wick oil burner, and the bat-wing all-iron gas burner, where are they? Do not some of the elderly people still living gaze in wonder at the marvels of incandescence, the electric arcs and the shadowless burners, by the aid of which illumination of the highest order is now produced? These few instances quoted surely serve to demonstrate the reality of the progress made in the goods sold by hardwaremen.

The Stores of To-day.

The old-world shops have undergone changes scarcely less conspicuous than their contents. The high counters, oddly contrived fixtures, dusty shelves and cupboards, have given place to air-tight cases, polished counters and smart showrooms, all tastefully set out. The stores wherein hardware may be bought to-day are really pleasant places compared with old-time haunts. The goods are sold ready packed, boxed and fitted with all necessary screws and nails, so that the labor of the clerk and user

may be minimized. What of the vendor, his salesmen and clerks, may be asked; have they stood still? No, they, too, have improved, and shot ahead with marvelous rapidity, and especially during recent years. The story of progress which has been going on in connection with every branch of hardware trading with traders, and to a large extent with customers, too, is true of the hardware store in city and up country. The old-time galvanized iron hardware store so common a few years ago is not to be found. Cities everywhere are now built on improved plans, and stores are assuming universal similarity in appearance, in methods of procedure and in the employes who handle the goods.

ARRANGING THE HARDWARE STOCK.

Competition in all lines is now so keen and brisk that no careful hardware merchant will let his efforts to be at the top of the heap cease with the careful buying of his goods and attractive advertising. Every such hardwareman realizes the value of having his store attractive in arrangement and clean and neat in appearance. As one man put it at a recent convention, "There are thousands of hardware stores today that are as clean and neat as a jewelry shop." One reason he gave for this welcome change from former conditions of chaos and disorder was that so much hardware buying is now done by women. However dull and lacking in the artistic one may consider a hardware store to be under normal conditions, yet the merchant can no longer afford to fail to make his store attractive to the prospective customer. It is necessary to please the eye of the buyer.

First of all a handsome and artistically arranged window display, showing a modern line of goods, clean and bright, will make a valuable impression on the passer-by. He will study the display of such a window when he would not give a second glance to a badly arranged hardware assortment behind a dingy window, dirty and unattractive. Even if he is not in the market for hardware, the sight of an artistic layout will please him, and the first time he needs something in the hardware line the chances are ten to one that he will drop into the store whose window shows a spirit of progressiveness on the part of the proprietor.

Once in the store, the customer will be impressed, either favorably or unfavorably, with his surroundings. Neatness, cleanliness and convenience in the arrangement of the goods give the customer immediate confidence in the store and its proprietor. Further, these attributes please the eye, make his stay a pleasant one, and incline him to return for future purchases. On the contrary, a store which has the appearance of confusion is an annoyance to the customer. It makes him scorn the whole establishment, spoils his temper and makes him several times harder to please than would have been the case had his surroundings been agreeable, If it is necessary to keep him waiting for a few moments, through stress of business, he has the more time to see the confusion and chaos. The wait does not improve his temper, and, having nothing but unpleasantness to look upon, the chances are favorable to his leaving the store in a bad temper without purchasing anything. Not only does he thus become antagonistic to the store, but a vision of the badly managed store is apt to come up in his mind several times during the day, and he is likely to tell his friends about it, and influence them against that shop.

Even in a small shop the careful merchant can arrange his stock so as to make a comprehensive display, yet maintain neatness. There is a decidedly commercial value in the careful arrangement of stock, for a moment gained in reaching the article desired by the customer oftens results in a sale to other customers in the store, who would have left had there been a long delay in filling the first man's order.

A few hours spent in a careful study of how every inch of space in the store may be utilized to best advantage will pay the proprietor many times over. It is just such points as these which puts one store ahead of its neighbor.

THE OLD HARDWARE STORE.

The small boy, barefoot, stood in awe
  Before the counter glazed with age
And marvelled at the things he saw
  From kitchen stove to parrot cage.
The glistening show case held a host
  Of treasures fit for any king;
The guns in autumn pleased him most,
  And fishing tackle in the spring.

Odd racks there were, and corners gray
  Where implements of farming stood;
The scythes, the plows, the forks for hay
  And buckets made of yellow wood.
The ceiling hung with nets and twines
  'Mid baskets, hallowed by the dust,
And maybe, some great wheel'd machine
  Bespoke rich harvests, spite its rust.

Ranged yonder long the seed box stood,
  Stuffed full of bulging envelopes—
Of luring tints, with these you could
  Bring beauty to your garden slopes.
The mellow tinkle of the bell
  Guarding the cash drawer, was as sweet
As songs of birds we loved so well
  Out in the elm-arched village street.

The keeper, ruddy-faced, and stout
  Stood at your bidding, in the aisle;
"Hooks? Sinkers? Sure there's some about."
  And blessed you with a cheery smile.
And then the green-clad boxes there
  Split out with loaded shells or shot;
What joy to own them and prepare
  An "All days' hunting" like as not.

It mattered little if 'twere tacks
  Or missing part from stable "rig"
We found them here, in pairs or stacks
  The smallest or the very big.
The village "Horn of Plenty," this
  Rich in its usefulness—and more.
Perchance the modern age will miss
  The good old country hardware store.



"The Old Hardware Store."

ESTABLISHED 56 YEARS AGO.

The firm of T. McAvity & Sons is the oldest in St. John in the hardware trade. The house was founded in 1852 by the late Thomas McAvity and in 1870 the present designation was adopted, the present co-partners being Thomas McAvity, James H. McAvity, John A. McAvity and George McAvity, sons of the original founder, who died in December, 1887. The business was started as a retail hardware store but now the firm controls not only an extensive wholesale and retail hardware business but also several foundries.

The wholesale and retail store is on King St., a four-storey brick building 50x100 feet. On Water St. they have a factory and store, three floors in height, of the area of 50x200 feet, as well as a warehouse on the same street 70x100 feet. They also have another warehouse 75x30 feet. The Vulcan Iron Works, which is owned and operated by the firm, comprise three buildings, covering a space of 300x100 and includes the machine shop, molding and pattern shops and out buildings.

Employ a Large Staff.

The manufacturing departments are fitted with the best of appliances, and employment is furnished altogether to about 200 operatives. In the store and warehouses the services of about 75 to

100 salesmen, assistants, teamsters and others are utilized.

The firm are wholesale and retail dealers in hardware of every description, also oils and paints, glass, cement, metals, cutlery, sporting goods, leather and rubber belting, etc.

In the manufacturing departments the firm are manufacturers of iron goods, such as valves and pump and pipe fittings for various industrial purposes, also brass goods for steam fitters, plumbers, locomotives, etc.

Hard work, keeping eternally at it and close attention to all details, have contributed to their success.

Vancouver's Pioneer Store

R. B. Bennett Tells an Interesting Story of the Development of McLennan, McFeely & Co.'s Business From a Frame Shack to a Modern Five-Storey Building in 22 Years.

With the development of the Coast country, it is gratifying to note the expansion of the pioneer hardware firms, and this steady growth has a tale of success of which is interesting. Perhaps of all the dealers in this part of the Dominion, none has succeeded more as a result of enterprise and building on the hope of the future than Messrs. McLennan, McFeely & Company. Com-



Vancouver's Pioneer Hardware Store, Erected in 1886 by McLennan, McFeely & Co.

ing to Vancouver, even before the city was any more ahead than Prince Rupert is at the present time, they took advantage of every opportunity, and today they stand pre-eminent as a hardware firm in British Columbia, and a magnificent five-storey building, just completed, attests the success of their business methods.

Pioneer retailing in Vancouver in 1885 was not the most promising business. What is now a prosperous city of 70,000 people, of various nationalities, was then but the merest settlement. There was no railway even, and speculation was centering around Port Moody, twelve miles further toward the head of Burrard Inlet, as the western terminus of the Canadian Pacific Railway, at that time nearing completion. Two sawmills, one in the east end of the townsite, and the other on the north side of the Inlet, were the chief, in fact, the only industries.

When Courage Was Needed.

In June, 1886, some months after this firm started business on the mainland, Vancouver, incorporated but two months, was so small that a fire was able to devastate the whole. In those days, it was taking a cast with fortune, a sort of win all or lose all. Vancouver went ahead and with it went the men who banked all with the city. Even after the Canadian Pacific's first train arrived in 1887, the future was by no means so plainly evident as to encourage every line of business. Talking with the men of to-day, who have been here since those days, it is a common remark: "If I had only known what would happen with the years I could easily have been a rich man with very little initial outlay."

But those who staked their all and with each year's advance moved forward as the city grew, these men today are numbered among the successful ones. Vancouver then might be compared with Prince Rupert now, but the coming terminus of the North has this advantage: Prince Rupert starts to grow along the same lines that others have grown. It is not a pioneer, but comes after Tacoma, Seattle and Vancouver. It has, moreover, a tributary territory that was not here twenty-two years ago.

The Pioneer Business Remains.

A glance at the first building of Messrs. McLennan, McFeely & Co. will enable one to form an estimate of the amount of business done at that time. With one or two sawmills bringing their supplies principally from the United States, and anything else outside the embryo city supplied by the older established houses in New Westminster and Victoria (which had been on the map for twenty years), all the available trade centred in the growing town. True, building was going on, but outside that there was only the casual needs of the people in the community. In 1888, the city officials placed the population at 6,000 odd, and at that time Thos. Dunn & Co. and A. Tye & Co. were also in the field, with another firm, A. Godfrey & Company, just establishing. To-day, McLennan, McFeely & Company stand alone of all the pioneers, the only other connecting link being Wood,



Retail Store Erected in 1886 by McLennan, McFeely & Co., Vancouver.

Vallance & Leggatt, who took over the Dunn business when it failed a few years ago.

There will be many readers of Hardware and Metal who know what courage it takes to start in a new place. It is a burning of the bridges, and more so when it is even beyond the fringe of civilization, for, outside of New Westminster, Vancouver was the only spot on the map of the mainland of British Columbia. Victoria was a city and in

good shape in those days. Donald, on the main line of the C.P.R., was a rushing place. To-day, Donald is a cluster of deserted shacks which are crumbling with age and neglect. An instance of what the chances were on the mainland may be given from the experience of a pioneer druggist, who came over from Victoria. In 1885, he was with the main wholesale drug house in the Province, one that had succeeded, and with the best of prospects of continuity. When he asked the principal for credit for a stock to go to Vancouver with, the reply was: "Take it, my boy. Remember when you come back in six months you may come on again."

firm kept pace with the advancement. This enterprise may be cited as the almost sole basis of its success. The store on Cordova Street, now retained for retail purposes only, was not erected with the sanguine assurance as the magnificent new warehouse, and the history of twenty years, especially the earlier portion, contains reminiscences which are interesting to the venturers in the light of later success.

The first years were slow and unencouraging. A resident of London, England, who came here in the early nineties to speculate, bought some property. Two years later he returned to sell his holdings, as he considered that Vancouver was no place for investment. It looked good, so he bought another lot or two. Three years later, he again returned to dispose of what he had, and was in doubt. He decided to hold on, and holds on to this day. During the last few years, however, he considers that holding property in this city has passed from the speculative stage to that of the investment. His experience is indicative of the feeling of that time.

the start of prosperity in the Coast cities, and here again may be noticed that taking advantage of opportunities which has marked the progress of those who lived in the new country. McLennan, McFeely & Co., grabbed a few grips full of hardware and joined the procession over the Chilkoot Pass to Dawson, where they eventually established a large store, and, incidentally, Mr. McLennan was the first mayor.

Between 1885 and 1897, the Province had been growing gradually, and the firm began to do business with the merchants outside the city. This was the nucleus of its wholesale business, which has now grown to such propor-



New Wholesale Warehouse Erected by McLennan, McFeely & Co., Vancouver.

Yet, it was to such a place as this that the members of this hardware firm came and cast in their fortunes, or, at least, the basis of their fortunes. Mr. McLennan came from Nova Scotia, and Mr. McFeely from Ontario, below Toronto, and being Canadians, staid with Canada. The town at that time was centred around the Hastings sawmill, still in operation, but after a while it grew westward, and with this expansion of the city the firm moved. In the accompanying illustration may be seen the brick building erected on Cordova Street, in 1888, and which is still used. It was a pretentious affair in those days of frame shacks, but it shows how the

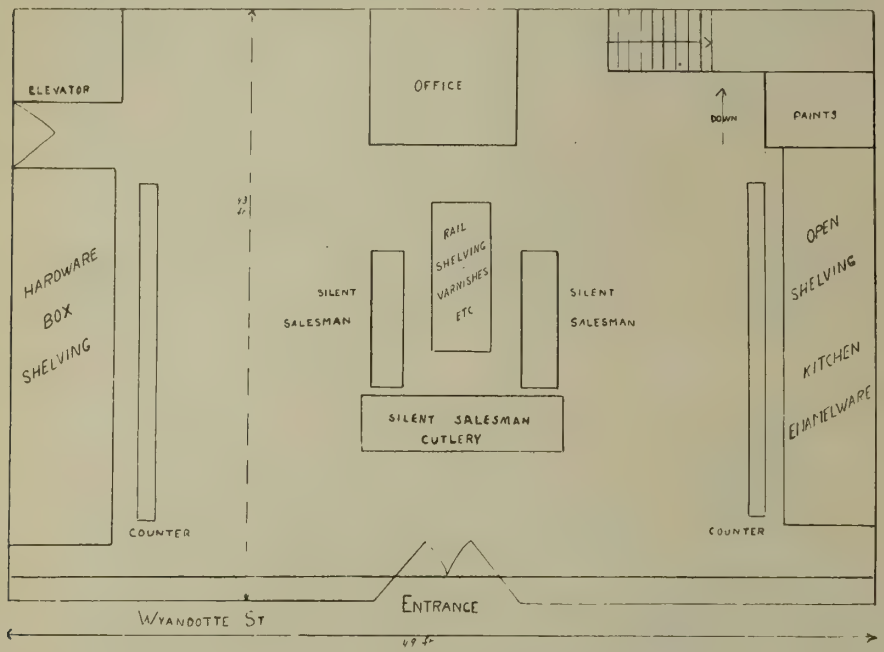
Branch Established at Dawson.

The first real jump, following the great depression of 1893 was the discovery of gold in the Yukon. It was

tions that it is the intention to cast off the retail altogether, and that is now being offered for sale. With a store at Dawson, McLennan, McFeely & Co. were able to trade directly and indirectly with the North, and to their credit it may be said that they were factors in wresting the business from the merchants of Seattle, the city which was built up on the trade with the gold from the Canadian Yukon.

After this, the retail and wholesale businesses were separated, and the illustrations show where the various stocks were located. These were occupied until the beginning of the present year, when they moved into the hand-

some new building excellently shown in the accompanying cut. This structure is 175 feet on Cordova Street (two blocks and a half east of the building erected in 1886), and 122 feet on Columbia Avenue. It is of brick and concrete, with mill construction interior, five storeys high and basement extending under the sidewalk on both sides. The six floors combined make up over three acres, and while not prepared to state it is a fact, yet McLennan & McFeely are inclined to the belief that it is the largest single structure of its kind erected in Canada for the hardware business. They do maintain, however that it is the most modern hardware building in the Dominion. C. P. R. trackage runs along the rear, and goods may be loaded or unloaded quickly through wide doors or directly on to the elevator.



Plan of the Walkerville Hardware Company's New Store, 43 x 49 Feet in Size.

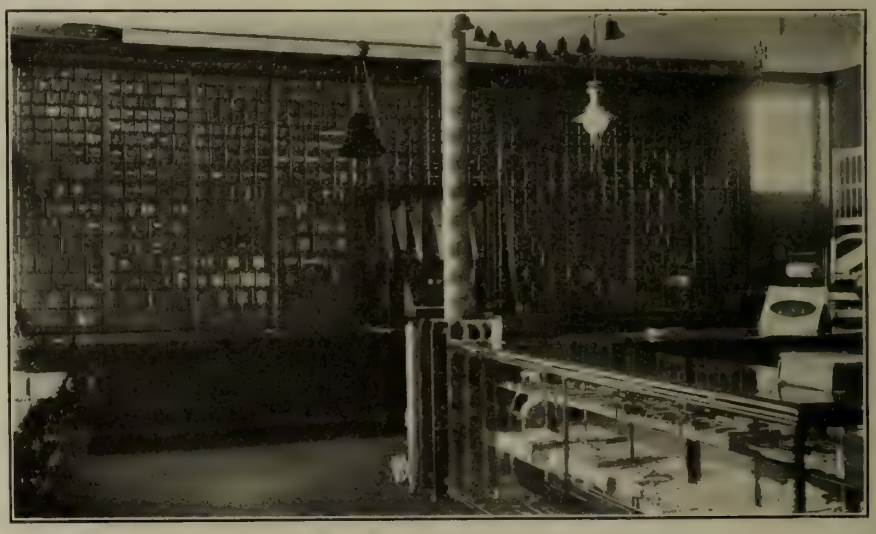
System in the Warehouse.

The equipment consists of three Otis Fensom elevators of two tons capacity, with platforms 8x10 feet. A wide driveway runs through the building so that teams drive in on Cordova Street, pass over the ten-ton track scales in the floor, turn the corner and then driving the entire length of the building, pass two elevators and make their exit on the Columbia Avenue side. This arrangement obviates an immense amount of labor in handling goods, as iron and steel are dropped off immediately at the racks or pit, and goods for other floors are thrown from the drays on to the elevators. This is quite a feature here, because most of the heavy goods, such as iron, steel, chain, sheet metals, wire rope, etc., arrive by steamship from Great Britain, and are brought from the wharf by teams. To handle wire rope, which is a large business amongst the logging camps, a ceiling trolley is being arranged for and at the present time an electric winding machine, operated by one man, coils or uncoils these large reels. A shingle band cutter is also run by electricity. Bowser oil pumps keep the building clean and safe. The packing room being overhead, a chute brings the goods ready for shipping quickly to the shipping room below. The floors are all well stocked with different lines of goods from nails and rope in the basement to stoves and tinware on the top floor. A finely lighted tin shop is also on the top floor, where are manufactured large numbers of air-tight heaters, steel ranges and other ware.

The staff consists on an average of about seventy-five, and an electric gong on each floor, rung from the registering clock, informs them when it is time to being and time to quit work. Asked to their methods and how they accounted for their present position, they stated that they had no set ways and considered that they had just "growed," like Topsy, with the country. This, however, was done with the assistance of a loyal staff. Having an optimistic belief that Vancouver will before many years be the third, if not the second city in the Dominion, they think they are warranted in piling up bricks and mortar. As business increased, new departments were created, and men placed at their head, and without being interfered with, were made responsible for the success of the departments. The profits of each department are kept separate, and the results tell the tale. Believing that young men trained with the firm are just a little better than any others, McLennan, McFeely & Company endeavor to give such employes the advantage, and most of the heads of departments and those holding responsible positions are filled by those who came to the firm when boys.

System of Invoicing.

The system of invoicing adopted prevents mistakes. After an order is filled and the order sheet comes into the office, it is priced, after which the invoice is made out on the typewriter to the same extent. The order sheet and invoice are each given to a separate clerk who extend them by hand, add them up and compare their totals. If alike, it is hardly possible there can be a mistake. The costing department immediately "costs" each item (which is a check on the price clerk), extends and totals them and before an invoice goes out the profit is ascertained. The system costs a little, but the firm states that it pre-



Shelf Boxes and Counter Looking from the Door of the Walkerville Store.

vents mistakes and the satisfaction is worth the money.

McLennan, McFeely & Company have had a staff working on a catalogue for two years. Like their building, they claim it will be the most up-to-date in Canada. It will be loose leaf and the one thousand copies will cost $15,000.



Large Display Windows in the Walkerville Hardware Co.'s New Store Building.

STORE BUILT ON SQUARE PLAN.

One of the most modernly constructed hardware stores in Canada is the new store occupied about a year ago by the Walkerville Hardware Co., at Walkerville, Ont. Laid out on the square plan large windows are available for display, while the store interior is most compact and neat, just the kind of a store to strike the fancy of women customers, the business being now located in a residential district where the trade of the women must be an important factor.

The store was originally located on Sandwich St., near the post office, but owing to the greatly increased business, they were compelled to move to much larger quarters on Wyandotte St. where the Walkerville Land & Building Co. had erected a magnificent block of stores, the Walkerville Hardware Company occupying 49 by 43 feet, with two storeys and a basement. The ground floor is used as the retail department and the third floor and basement for factory and mill supplies.

The sketch of the floor plan and the photographs give an idea of the general appearance of the building which is built of glazed brick and finished in quartered oak. The magnificent show windows are each 21 feet long.

On entering the store which is well lighted by both gas and electric light throughout, the general appearance and layout is at once apparent. Immediately in front of the entrance, a large 10-ft. and two 6-ft. silent salesmen filled with cutlery, silverware, ornamental clocks, etc., meet the eye. On the left is the shelf hardware case which has some 726 quartered-oak boxes and a saw display case. Instead of placing the different samples on the boxes, they have used the original idea of cutting the different articles out of the catalogues and pasting same on the face of the boxes making what they consider a very neat and tidy appearance.

On the right-hand side of the store, the shelves being neatly arranged with all kinds of household utensils so that it is an easy matter to see not only what they have in stock, but the article that the purchaser wants. Immediately opposite the entrance is the office and to the left of this again is an elevator going from the basement to the top storey. On the top flat is stored all kinds of factory and mill supplies, and with this firm, this constitutes the greater part of their business, owing to the fact that there are no less than nineteen factories in Walkerville.

Their stock at all times, is complete and up-to-date, and should anything out of the way be required that they do not have on hand, it is only a matter of a few hours when they can procure it, as with the many large establishments in Detroit, it is an easy matter for them to get whatever is asked for on the shortest notice possible.

This firm contracts for plumbing and steam heating in residences as well as in factories, keeping a competent staff of practical men.

The Walkerville Hardware Co. have been in business nearly six years and in that time, have built up a large jobbing factory and retail trade.

They cater especially to the factories. J. R. Coate is manager and A. D. Green secretary-treasurer of the company.

AT EDMONTON 26 YEARS.

Among the many flourishing and up-to-date hardware establishments now doing business in the City of Edmonton. Ross Bros., Limited, are rightly called the pioneer wholesale and retail hardware firm.

Established 26 years ago, when Edmonton was but a Hudson's Bay post, the business of this enterprising firm has grown up with the city until it now occupies the proud position of one of the leading wholesale and retail hardware stores in Western Canada. The faith which its founder, James Ross, placed in the future of Edmonton as a commercial centre of one of the richest districts in Canada has been fully justified and has brought its reward in the many thousand dollars worth of business which the firm now does every month in the year in this city and district.



Cutlery Silent Salesman and House Furnishings Department of Walkerville Store

Before the Rebellion.

Twenty-six years ago, in 1881, when the Hudson's Bay post was the only trading store of any great extent, James Ross, drifting into the great Northwest in search of a suitable place to locate, arrived in Edmonton after a long and trying journey through the unsettled prairies of the West. Having had considerable experience in the hardware business he opened a hardware store in a rough log building on what is now the corner of Jasper Avenue and Second Street. A little later he was joined by his brother, Fred Ross, and the business was extended. In addition to hardware, dry goods, boots and shoes, groceries and other necessities were handled by the firm and disposed of to the traders and trappers who came periodically into Edmonton to dispose of their furs and secure supplies. By being early on the ground, and by careful attention the business of the Ross Bros., then known as the Northern Trading Company, flourished. In those early days railroads were a thing of the future and all supplies had to be freighted overland for 800 miles from Winnipeg on execrable trails in Red River carts, or taken up the North Saskatchewan River from Lake Winnipeg in the Hudson's Bay steamer the "North West." Needless to say, hardware and other supplies cost considerable in those days for the expense of bringing them in was very great.



Retail Department and Staff of Ross Bros., Ltd., Edmonton.

In 1887 the store was moved to its present location on the corner of Jasper and Fraser Avenues, to a frame building which still forms a part of the present modern structure. Time wore on and the town of Edmonton grew slowly and steadily. After the rush to the Klondyke for gold Edmonton became better known, for it was here that many gold-seeking parties finally outfitted before leaving on their 1,400-mile trip to the Yukon Territory. During the time of this rush traders in Edmonton did a big business and prospered greatly, and among them the Northern Trading Company secured its share of the golden harvest that fell on all who remained in business in Edmonton instead of rushing off madly on a long and hazardous trip to the Yukon.



Stove Department of Ross Bros., Ltd., Edmonton.

Five years ago a joint stock company was formed under the name of Ross Bros., Limited, the new firm consisting of James Ross, Fred Ross, J. R. Hopper and J. C. Dowsett. All lines were then discontinued with the exception of hardware, and the firm devoted itself exclusively to this branch of the business.

Rebuilt in 1902.

The old store was remodelled and a large handsome brick block erected, which is the present quarters of the firm. The business of the company has advanced correspondingly with the rapid growth of the city during the past few years, until now it is one of the leading hardware stores in the West. With the formation of the joint stock company a wholesale branch was added to the business which has proved a decided success.

The retail hardware store of Ross Bros. is divided into two sections. On one side are kept stoves and their appurtenances as shown in the accompanying cut, while on the other side is kept all kinds of shelf hardware. The wholesale establishment is at the rear. A large number of clerks are employed in both departments and every year the business is growing larger.

Ross Bros. is a good illustration of the way a business will grow in the West if it has active and progressive men behind it, and the founders of this business may well feel proud of the success they have attained in their business.

30 YEARS AT GUELPH.

Undoubtedly the pioneer hardware store in the district surrounding Guelph is that started by the late J. M. Bond, and now known as the Bond Hardware Co., Limited, it being not only the pioneer store, but it is still the only wholesale one in the city.

J. M. Bond was, as a good many of Canada's leading merchants are, an Irishman. He was born in Queen's County, Ireland, in 1837, coming to Toronto in 1849, being educated in the Provincial Model School there. In 1852 he entered the employ of Rice Lewis & Son, Toronto, where he learned the hardware business till he had it at his finger ends. He came to Guelph in 1866, when Guelph had only a population of 6,000. Two years later he opened up a hardware store in the same spot that is now occupied by the Bond Hardware Co., on the corner of Cork and Wyndham Streets, the store then occupying about 60 feet by 25 feet.

The business which he started, due to his able management, became one of the largest in Western Ontario. The business became larger as time went by, and addition after addition had to be made in order to keep pace with the increased business, until now there are nearly a dozen different departments. They include the retail store proper, the wholesale department, an oil wareroom, a capacious iron and steel house, paint store rooms in the basement, as well as a large stock of horseshoes kept in the same place, large linoleum room, a large stock of carriage woodwork, granite and tinware, cutlery and silverware, and sporting goods departments. Across Cork Street is a two-storey stone warehouse, with outlying sheds. In the former there is kept the surplus stock, principally paint oils, and a large stock of cement. In the latter, a further stock of lamp oils and iron pipe is stored. Outside the city in an isolated spot, a large stock of gunpowder is kept.

The main building is a stone structure, four storeys high, almost one-fourth of a block in length. The first floor composes the retail store, the second storey the wholesale store, and the remaining two storeys and basement are kept for stock room purposes. The retail store is well lighted, both with natural and artificial means.

The Store Interior.

On entering the store a row of silent salesmen confronts the purchaser with nicely arranged displays of cutlery and silverware to tempt customers. The stock is arranged in boxes, with samples on the outside, so that the clerk can immediately see what he is looking for.

In 1905, Mr. Bond felt that the business was getting beyond his abilities, owing to the great increase, and, in his rapidly approaching old age, a joint stock company was formed, with Mr. Bond at its head. In 1906, while in Montreal, Mr. Bond was stricken and died, and a new arrangement was made. D. T. Symons, Toronto, was elected President; T. A. Keatinge, Vice-President and Managing Director; J. S. Millar, Secretary-Treasurer, and Mrs. J. M. Bond and Geo. Bond as Directors. Shortly afterwards, Geo. Bond dropped out of the business, and W. G. Howell, head clerk of the retail department, was admitted into the firm. This constitutes the present firm. The staff consists of twenty-five employes, including the office staff.

The firm believe in newspaper publicity, advertising in both daily papers, and in a good many of the country papers, etc., and they ascribe a good deal of the firm's success to this. Their mottoes, "The Big Hardware Store," and "Our Prices Are Always Right," are household words in this vicinity. Their wholesale trade is spread over all the country intervening between Guelph and Collingwood, and Guelph and Goderich, they keeping two travelers on the road.



Bond Hardware Co.'s (Guelph) Display of Cutlery, Silverware and Cut Glass.

Always have a good word for the "old man" and his store. He pays you what you are worth to him. If you don't like your work or the place, get out. You will be injured as much as the boss.

Salesmen and Salesmanship

An Interesting Discussion at the Clerks' Club—Helpful Pointers for Salesm en on the Road and Behind the Counter—Relationship of the Clerk to His Employer.

The Oldtown Clerks' Club

A Good Story Told by a Hardware Clerk in the Belknap Magazine.

Nowadays it is rather an indifferent sort of person who does not belong to at least one club, and so nobody was surprised when the young men who stood behind the counters of the local merchants in Oldtown organized a clerk's club.

They elected all the different kinds of officers they could think of in order to every member might be an officer, and adopted a constitution nearly as long as the United States, and so many by-laws that somebody was pretty sure to break one every day. With this most excellent foundation to build upon, they persuaded the druggist to let them use a large room over his store as their club room, and furnished it with such articles as they could pick up here and there—chiefly "borrowed" from their various homes when the old folks were out.



The Clerks' Club in Session.

Here they met and still meet of an evening, reading, playing checkers, swapping experiences and otherwise enjoying themselves after the manner of young men when their day's work is done.

One evening the grocery clerk told a story which he said was a true one, and this is the way the story ran: "One day," he said, "a lady in the little town where I came from went to the general store—the only store in the village—and asked the proprietor if he had any mourning stationery. "No, mum," he replied, beaming cordially upon his customer, "but I've got in some of the finest codfish you ever saw and I'd like to show 'em to you."

After everybody had laughed at the incongruity of the yarn and expressed the usual doubts as to its truthfulness, the hardware clerk remarked that the story might be a little far-fetched, but it did not sound so strange to him. "In fact," he declared, "I've seen my boss sell a kitchen range to a woman who came in to buy a pair of scissors. It was a very interesting thing to me and I want to tell you all about it.

"This lady came in and asked to see some scissors. After the boss sold her the scissors she made some remark about the hot weather and said she felt particularly warm because she had been cooking over a hot stove all morning. 'Anybody who cooks over an ordinary hot cooking stove in these times deserves to be uncomfortable,' said the boss. 'Why'! exclaimed the lady, 'how can you cook without suffering from the heat in such weather as this?' 'No kind of heating apparatus can alter such weather,' replied the boss with a laugh, 'but I'm talking about those awful blasts of heat that radiate from the top and sides of the cooking stove and nearly knock you down when you open the over door. If you have a minute to spare,' he went on, 'I would like to show you something.'

"He took her into the back room and showed her a steel range. He explained to her the difference between iron and steel, and demonstrated by the use of a match, how long it takes to get heat through a thick piece of iron, such as a cooking stove is made of, as compared with the quickness with which heat strikes through the thin parts of a steel range. Then he explained to her that it took but little fire to heat a range sufficiently to cook with, whereas, in a cooking stove it took so long to heat the thing up that as a natural consequence it became a regular fiery furnace, making the room insufferable and uselessly holding the heat for hours.

"He showed her all the modern improvements and conveniences of the range—the thermometer on the door which showed the temperature of the oven to the women who, might be sitting across the room; explained to her the way the heat passed around the oven, and how the asbestos lining kept the heat inside where it belonged. He pointed out the sanitary advantages and fuel-saving qualities. He described the solid one piece oven; he showed her how easy it was to take care of it and how handy it was to use.

"In a little while his coat was off, his sleeves were rolled up, his hands were black and his hair mussed up, but the woman was interested. Little by

little he dissected the range—fairly took it to pieces—and in the end the woman was so enthusiastic that she ordered the range at once, and wondered how it was that she had got along so many years with an old-fashioned contrivance such as she had been using.

"That shows how a hardware salesman can sell goods—how he can interest people in things they had no idea of buying when they came in—and to my mind it is the goods sold in that way that make a man win out in the store-keeping business."

"That's all right," said the grocery clerk, with a yawn, "but if you were in my line you would get pretty tired of that sort of thing. Every time a woman comes in to buy some potatoes, I have to ask her whether she wants green corn, or string beans, or prunes, or lettuce, or half a dozen other things that we are particularly anxious to get rid of, and then follow her out to the door and try and induce her to take a few cantaloupes or a watermelon. In the grocery business we have to do that



"In the end the woman was so enthusiastic that she ordered the Range at once."

because things spoil, but if I was in the hardware line I do not think I'd bother my head much. An axe or a shovel is not going to rot or go out of style—it is always salable."

"I think that's a rather narrow way to look at it," replied the hardware clerk. "Any young man who hopes to sometime have a store of his own must learn to sell goods, and the only way he can learn is to try and sell goods. If he tries, and tries hard and keeps on trying his sales will increase week by week and month by month. He will learn new ways in which to interest people; he will learn to talk up strong points of goods; he will make acquaintances and friends who will like him for his earnestness and his evident desire to please; he will make such a strong impression on his employer that he will be considered a valuable man and will be paid accordingly.

"When he reaches a point where he can go into business for himself, he has learned all about the goods and all about the ways in which to sell them. He has studied human nature and knows how to approach people in the right way, and when he starts his own business, his trade will naturally follow him, for the people have learned to like him and trust him.

"Anyway, that's the way the thing appears to me and it's the theory that I'm trying to work out in my own case."

It was unanimously decided with no dissent, even from the grocery clerk, that although the hardware clerk had talked an unreasonably long time, he had said some sensible things.

Spoiling a Probable Customer

(The Hardware Dealers' Magazine.)

Chapter I.

There was a concern that desired to place its article in every home in the country. The managers went out after business intelligently. They did not expect to supply all of the rather large class above described, but they hoped to reach enough of them to make their business pay. As an aid to this they judiciously took a page in a journal of large circulation, and displayed an advertisement artistic enough to make the mouth water of any man who desired improvement in his domestic service.

A man who found himself in this class cut the advertisement from the periodical and studied it long and carefully. The article described seemed to fill the bill as he needed it filled, and the description was fair and honest on the face of it.

"I believe,' he said to himself first, and to his wife afterwards, "that I have found the very thing for which we have been in search."

She took the leaflet and gave it that searching investigation that a woman gives to any thing that relates to domestic economy; especially when the husband discovers it, and it behooves her to make certain that there are no flaws.

This preliminary explanation is for the purpose of showing that it was an ideal situation for the salesman against whom this man should run up.

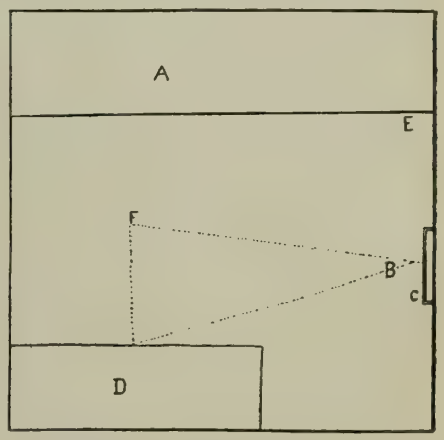
The customer was already half persuaded, and very anxious to have some one persuade him the rest of the way.

Chapter II.

In the early forenoon of the day following he hastened through with his mail and made a bee-line for the place where the article was on sale. "I will look them over," he said to himself, "and if they are correct in all ways I shall need twenty-seven of their articles for my house." He calculated that it would prove to be a pretty good order, and that the concern would be only too glad to do business with him. (If it was it carefully concealed the fact at the critical moment.)

He entered the place of business. He shut the door behind him, and prepared to be as genial as he could when some eager salesman came forward to grapple with him.

He was not overwhelmed with a welcome. A man was wrapping up goods



A, Salesman.
B, Customer.
C, Door.
D, Goods advertised.
E, Railing.
F, Customer's second stop.

in a corner; an office boy was searching in a waste basket; a stenographer was pounding on the keys of a typewriter; a man who was evidently the salesman or the manager-salesman hyphenated, was making an entry in a book. He completed a couple of lines, and then arose and stood in the place marked A in the accompanying diagram. He stood stock still on that letter A during the brief interview. The customer walked to the point B, and halted for a moment.

"Well?" said the salesman.

"I was interested in this article," said he, as he pulled the page from his pocket. There was a moment's pause.

"Yes?" said the salesman.

"I thought I would take a look at them," continued the would-be purchaser, feeling much smaller than when he entered. "I suppose this is the place

to look for them?" The question was needless, but he used it as an ice-breaker.

"I guess it is," said the salesman. "This is the place where we keep them." But he did not open the gate, or come from his enclosure from behind the railing.

"I thought I would like to look at them."

"There's a lot over there." The salesman pointed to a platform full of the goods, and turned to answer a question from his stenographer. The office boy finished with his basket, and set it in a corner. The man who was packing goods kept on with his work.

The customer walked along the line dotted in the diagram until he came to the goods marked D. He stood and examined them. They seemed to carry out the description given in print; to be what he wanted, and not beyond his means. But not being an expert, he did wish that someone was there to describe them to him. He did not feel like asking for this service under the circumstances. The office boy passed him with a kindly look but the salesman, or manager-salesman, stood rooted to the letter A.

After a moment of self-communion the would-be customer turned on his tracks and followed the dotted line toward the railing. Then he halted for the third time, and this conversation ensued:

Customer. "I have been looking for something of this sort for some time. I have quite a large house that I want to fit out."

Salesman: "I guess they would do about what you want done if you put them in."

Customer: "Yes. Do you retail them?"

Salesman: "We do."

Customer: "Do you put them up?"

Salesman: "No."

Customer (who was getting a little warm in the collar): "Then they would be of little use to me. I cannot put them in myself." (Turns toward the door, inclined to get out and seek a less frigid atmosphere.)

Salesman: "We could give you the name of a concern that would deliver them and install them for you. What is your name?"

It was given; the customer had halted with his hand on the door knob.

Salesman: "Wait a moment."

He turned to a book, wrote an address on a slip, called the office boy, and told him to hand it to the man. He did so, and the wouldn't-be-customer put it in his pocket and walked out. Once outside he crumpled the address and the advertisement into a wad, and threw them into the street.

Chapter III.

The man has his fixtures in, but they are listed under a different patent from those he first looked at. They may not be any better than the other, but he feels good when he thinks of the treatment he received from the second place at which he applied.

Was there any excuse for the salesman who thus lost a good order, and spoiled a trade? How many mistakes did he make? Count them.

1. He failed to come out and welcome a possible purchaser when he entered.

2. He did not take the caller over to the goods, show them up, and arouse an interest in them.

3. His replies to questions gave the impression that he did not care whether he made a sale or not.

4. He did not offer to sell the goods, and arrange with his local agent to put them in.

5. Nor did he even secure the man's street number and offer to send the agent to him with samples.

6. He did not try to put his caller in connection with the agent in any way.

7. He knocked the house out of all future business with this man or his friends or neighbors.

8. He was not fair with the journal in which the advertisement appeared. It sent him a good customer, and he turned that customer down.

Salesmanship is Developing Orders

Edwin O. Grover Points Out the Difference Between Barter and Salesmanship.

Salesmanship is not barter. To walk up to a man with money in his pocket who wants a carload of Ivory Soap and say to him: "Here is the soap. Give me your money," is not salesmanship.

You simply took advantage of the man's necessity—he had to have Ivory Soap, and you bartered the soap for what we call money. This was the primitive method of the American Indian and the head hunters of Borneo.

I saw a traveling man the other day who was still engaged in this simple game of barter. His firm after years of labor and at great expense had built up a large business for a trade-marked article. The "Salesman" was going about taking orders.

One of two things should be done, either the house should put a man on the road who sould not only "take orders" but who could do defensive work when necessary to "keep orders," or better yet "develop orders"—for no house has so much that it cannot have more—and does not want more.

Either the house should do this or call the man home and set him to nailing boxes, while it spent his salary and road money in "taking" orders direct—in educating the buyer to anticipate his own needs and teaching him to lick a postage stamp.

What is Salesmanship?

But, if salesmanship is not barter, what is it? As I see it, salesmanship is the convincing of another, first of his own need of what you have to sell, second, of the merit of your goods, third, of the wisdom of his giving you his order—right now.

Some traveling men accomplish only the first—they convince the grocer that he needs a fresh supply of canned goods, for instance, but they don't know their own line well enough to convince him of its merits—not that it is better than any other necessarily, but that it gives value received. This salesman is in the "primer class." He ought to be brought in and educated as to what he is trying to sell.

Then there is the salesman who opens up the market—who shows the customer his needs—who convinces him of the merit of his own line—when the order is placed he'll get it—oh, yes—but there is no need for placing it to-day—none whatever. The salesman enters up a "prospect," and another house gets the order and it's always a "rush order" because the first salesman let his customer delay until his stock was too low.

The complete salesman is the man who convinces of need—then of merit—and finally of the necessity of ordering at once. But salesmanship is larger than a definition. In a broad sense a salesman cannot sell goods successfully without selling a part of himself—and a part of the firm he is working for.

A Concrete Example.

Here are two men traveling for the same house. Jones "gets business." So does Johnson—no more or no less. But Jones is the better salesman, because he sells a part of himself with every order, with a little of his firm

thrown in for full measure. He "gets business"—but he has something to give in exchange besides the shipment called for in the order book. He gives the most courteous treatment, the most thoughtful attention, the most friendly interest of which he is capable. He makes the customer feel that he is going to personally secure for him exactly what he wants, when he wants it, and in the form he wants it. He makes his customer feel as if he were in the company's store and he were waiting upon him. He leads the customer to ask questions about his goods and his firm and takes pride in figuratively "showing him through the store." He leaves the customer with confidence in his word and pleasure as from a friendly caller.

Then as part of all this he inspires in the buyer absolute faith in the honesty and integrity of the firm he is working for. He convinces him that his order is appreciated and is going to be filled promptly and accurately. He makes him feel that he is buying goods of men and not of a machine; that while the business is systematized, there are men—big, human beings—behind the system. It is thus that Jones sells a part of himself with every order. It is thus that he sells a little of the good-will, the interest, the personality of his firm with every shipment of goods.

Jones is a "business builder."

Johnson is a "business getter."

Salesmanship of the highest order implies "building" as well as "getting" knowledge; prove that you respect and esteem the man above the profit on his dollars and you will make a customer of perennial profit and not a lonesome sale.

QUALIFICATIONS OF A BUYER.

No clerk can or should be, satisfied with himself until he has developed ability to buy goods, as well as sell them. The latter requires greater discrimination and better judgment than the former, and it is a qualification which must be acquired. Buyers—good buyers—are not like poets; they are made. There are hundreds of successful salesmen to one successful buyer, and a clerk who wishes to make himself the most useful, and, so far as possible, indispensable, to his employer, will early in his business career begin to develop the qualities which combine to give him the ability to buy goods.

Of course, the first requisite is a knowledge of the goods; it goes without saying that one not possessed of a thorough knowledge of the materials he is supposed to buy economically cannot be a success.

Supplementing his technical knowledge of goods, he must know the trade he is buying for, and this is probably the point at which the greatest number of failures are recorded. Goods which if bought for one store would be easily disposed of at a profit, might be totally unsuited to the trade in another store in the same block. A buyer must study the trade; must know the ability of the patrons of his store, to absorb the class of goods he is buying. Without this knowledge he will be a complete failure as a buyer.

THE DRUMMER SET 'EM UP.

Last week a group of commercial travelers were lounging around the office counter of an hotel in London The Less, discussing local option with the proprietor. One of them who had just come in from doing a local option town aired his grievances vehemently, and concluded by saying:

"It ins't fair. A farmer comes into a city and gets a meal in a first-class hotel for a quarter. I go out to the country, have to eat in a second-class joint and they soak me forty cents."

"Well," rejoined the proprietor, "It's worth fifteen cents extra to feed a drummer, compared with a farmer. You drummers come into a dining-room as though you owned the house. You want a clean place, you want a clean knife, clean fork and a clean napkin. You order everything on the bill-of-fare, you grumble about the quality of the food, joke about the butter, jolly the waitresses and sit around the table for half an hour. And when you go out you put a dozen tooth picks in your pocket.

"Now a farmer comes in looking meek and humble, is willing to sit anywhere, says ma'am to the waitresses, will eat quietly whatever is set before him, and often doesn't even unfold the napkin. He only takes one order in each course, he minds his own business, never starts an argument, hurries through his meal and is done in ten minutes. And if he should happen to use a tooth pick he puts it back."

"It's on me, boys," said the drummer. And he stood.

Developing a clerk into a careful buyer is always a difficult problem. Any clerk can buy after a fashion, but to buy as he would if his own money were going into the goods is another question.

No matter how good a clerk may be, how well he looks after things on the sales end of the business, he needs constant advice in his buying efforts.

In fact, there are very few stores where the proprietor himself can get away from the work of overseeing the buying. Tying up money in merchandise is a serious matter, and the clerk who is ambitious to become a successful buyer will find that it will require careful study and the exercise of discriminating judgment before he will have mastered this, the most difficult of all the problems in connection with retailing.

METHODS OF REWARDING CLERKS

A very ingenuous method of stimulating sales in departments where sales are mostly for small amounts is in use in one of Toronto's departmental stores. The selling force, which consists chiefly of young girls, have to fill two check books each day. After the two first books are used, 5c is paid them for each check they make in a day, no matter what the amount of the sale is.

The most modern, most progressive idea, and the one most favored at present, is to pay a bonus or percentage upon the amount of profit earned, instead of an individual percentage on sales. This makes the percentage depend not simply upon the amount of sales, but also upon the profits earned. In working out it makes for unity, instead of division, and encourages each salesman to work for the good of the department. The selling staff, to earn a large bonus, must strive to sell to the best advantage and must make strong efforts in every way to keep up the efficiency of the department. The usual way is to pay the bonus on the profits of each department. Often, also the amount paid is graded; thus the head of the department will receive, say 3 per cent.; his asistant 2 per cent., and the rest 1 per cent.

It is the usual custom to furnish the head of each department each week with the takings of the corresponding week of the year previous, so that each department knows just how it stands, and whether it is making progress or retrograding. In each and every case a fixed salary is paid in addition to any bonus or percentage.

Keep a Clean Character

"Eli" in the Hardware Trade.

In a big city department store a card sign which is usually in evidence in one department or another tells a story which I think many young men who read this column can well take to themselves. Don't you think for a moment that I am a preacher or that I ever aspired to be one. I taught a country school once and that was enough for me. But just the same, I think that the things we see in every day life furnish timber for many a good sermon.

This card sign I was telling you about reads:

Slightly Soiled

Marked Down

In my experience while traveling through this vale of tears I have met many young men who were much different at twenty-two or twenty-five years than they were at sixteen or seventeen. I have seen young fellows who, when they left their homes and started out in the world were as clean boys in mind and act as any the world ever produced; and yet when some of those boys had reached the age of twenty-two or twenty-five, time and evil communications had worked enough change to put them in the "slightly soiled" class. Of course the clean minded people of that community would put the character of these young fellows on the bargain counter under the 'marked down" sign. It does not require much soiling to force a piece of merchandize on the "marked down" counter. It is the same wth the young man.

* * *

You and I have met many of these young fellows who were started in life right. They did not smoke, drink, or swear and their morals were good. That was before their contact with the world. How disappointing it was to meet that young man a little farther down the highway of life and find that he had been "slightly soiled."

Perhaps he was drinking a little. Perhaps he was chewing tobacco. Maybe he was indulging in what you call, "coffin nails"—cigarettes. Perhaps he got a little confidential and told you a questionable story. You did not have to look far to trace this to certain associations. In your mind you marked him down at once. There are few young men who can enter the world's stock of men and go through to the end in the high-grade class. Most of them are soiled in one way or another, some more, some less. A great many are "slightly soiled," and although they are "marked down" for a time, they manage to get out of that class later in life and get back somewhere near the purity which characterized them at the start. In others the soil-stains sink in so deep that they never recover and the community marks them down a long ways.

* * *

There are many poor judges of men, just as there are poor judges of merchandise. Many are ever ready to place a high value on a sham article. Some people think that stains in men as well as in merchandise can be overlooked. This is why some mammas are ready to pay a high price for soiled specimens of men when it comes to marrying their daughters off. But these are exceptions. The good old general rule holds in the majority of instances. When a young man finds that he is even "slightly soiled," he usually marks himself down in his own estimation. He is quite sure to be "marked down" by most healthy-minded people who know him. They may regret the loss in value, but they must recognize the loss just the same.

To all of my readers among young men I want to say: Be careful what you think. Don't soil your minds with thoughts that would disgrace you were they to become words. Throttle those thoughts early. Choke them off. Be as careful with your acts and your words as with your thoughts. Even with your best efforts you will have hard enough work to keep out of the slightly soiled, marked-down class.

OBSERVATIONS OF A CLERK.

I am not a boss yet, and I do not do any buying, but from my place behind the counter I am greatly interested in watching the travelers as they come and go. A very successful traveler once said: "Always shake hands with the delivery boy, he may some day own the store." That is true enough, and most of the travelers seem to act on that rule.

Of course, some travelers totally ignore the man behind the counter, thinking it wise, but they make a serious mistake, as the men behind the counter have more influence on the boss than the traveler ever imagines. I know our boss often asks our opinion on goods he intends buying. Then, there is the chap who is too fresh. He makes so much talk and laughter that the boss feels annoyed and cuts him.

One traveler I know wasted so much of the book-keeper's time talking to her that the boss told him he didn't like his firm, didn't like him, and didn't want him in the store at all. It may go all right in the city, but I know our boss doesn't like to be talked to at the other end of a smoking cigar. Some fellows come in, make a sale, and then talk so long after that the boss wishes he hadn't given him the order.

It seems to me that the man who comes in quietly, shakes hands smoothly with the boss, just as smoothly gets the boss's order just as smoothly smiles himself away, is the man who deserves the orders.

CLERK AND HIS EMPLOYER.

Upon proper and mutually satisfactory relations between the clerk and his employer depends very largely the success of any store. It can be seen, therefore, that to this question too much consideration cannot be given. Unfortunately, but a small portion of clerks appreciate their responsibility in contributing to the success of the particular establishments with which they are identified, and are satisfied to render a purely prefunctory service, taking little practical interest in the general welfare of the store, the result, of course, being that such a clerk does not do his best work—no clerk can who does not interest himself beyond the actual performance of assigned duties. Little consideration is required to convince one of the fact that from the stand point of the clerk himself, such a course is a suicidal one, so far as his hopes of a successful business career are concerned.

A clerk who is as solicitous of the welfare, and progress and good name of the store in which he is engaged has taken a long step towards making himself indispensable to his employers.

This interest will manifest itself in various ways. In the first place, there will always be an unswerving loyalty to "the firm." Your particular store is the most reliable, most progressive, and in every way the best that you know of. There will be no complaints to your young friends during the evenings of the "unfair" treatment of the "old man." Generally, you will find that he is as good to you as you deserve, and as good as the average employer.

The ability to make friends of the store's customers is one of the most valuable assets a younk clerk can pos-

sess. You've noticed, of course, how in some stores customers will wait for a certain clerk to serve them, and generally, it will be found that this particular clerk has attained his popularity by his willingness to go out of his way to satisfy the customers. This is a faculty doubly valuable to its fortunate possessor—it increases his value to his employer, and builds up for himself a reputation, which, should he embark in business for himself, will constitute a quality easily convertible into business success.

Employer's Attitude to Clerks.

On the other side of the relationship—the attitude of the employer to his clerk—there are many things a clerk might say. In the first place, give him credit for doing his best—unless you're satisfied he is not—and encourage him to take an interest in your business. Ask him to give his opinion in respect to certan new methods you have in contemplation, and encourage him to make suggestions as to means by which the store may be improved, and the customers better served. He is, perhaps, in a better position to hear the adverse criticism made on your store than you are, because your friend is naturally disinclined to tell you about the unfavorable comparison he heard made the other day between your store and another. Your clerk likely heard it too, and if he is encouraged he will tell you of it, and possibly be ready with a suggestion as to means by which the desired improvements could be effected.

Make him feel that it's his store, as well as yours—that he is co-responsible with you for its success. A little commendation and an assurance that his work is appreciated will act as an incentive to him, and more consistent work will result.

In a word, arouse an enthusiasm in your clerk, and if he is the right kind he will respond with the best there is in him, and if he's not the right kind, and does not give the service you have reason to expect, your only resource is to replace him with one who gives evidence of his possession of the necessary initiative and other qualities calculated to encompass his success and your satisfaction.

TRAVELERS AND PERSISTENCY.

A traveler should never give up calling on a probable customer because he at first refuses to even look at his samples or talk business with him," said the head of a well-known manufacturing firm of Montreal the other day. "Here, for example, is one of my experiences: When I was on the road in the early stages of my business there was Blank & Company, whom you know well, who refused when I first called upon them to talk business with me in any way. Nothing daunted, every time I visited their city I would drop in, shake hands with the buyer, pass the time of day and walk out again, never once mentioning business for some time. One day I met the buyer of the firm at some athletic games. I came away from the field with him and as we were walking along the street he remarked, 'By the way, we have never bought anything from you people.'

"'No,' I said, 'but we are living in hopes of finally doing something with you.'

"'Call around to-morrow morning,' said he, 'possibly we can do something.'

"I called the next morning and fortunately struck the psychological moment. He examined my samples, and gave me a small order. It was not much but was better than nothing. What has been the result? To-day we are selling that firm $10,000 worth of goods every year. I could give you other experiences but I think that is sufficient.

Rules Which Ensure Success

By B. A. Chambeau.

Don't allow idlers to loll around the store.

Don't hesitate if desired to change a purchase for a customer.

Don't leave your counter until the customer leaves the store.

Don't be afraid to thank a customer who recommends your goods to some one else.

Don't forget to ask the friend who comes in to chat to do it in the back room.

Don't neglect an opportunity to make a friend of a customer. Confidence begets patronage.

Don't expect the clerk to take more interest in the business than you do yourself.

Don't deride the clerk before customers.

Don't expect a clerk to know a thing because it is simple to you. It may have been different in his last place.

Don't forget that a good clerk never makes the same mistake twice, while an indifferent one does.

Don't forget that there is no need of your telling of your ability. If you possess any those interested will find it out. This applies only to clerks; with the proprietor it is the other way around.

Don't forget that the clerk who accomplishes most is the one who makes least fuss about it.

Don't forget that the "forget to charge" habit is quite prevalent among many store inhabitants. A cash register system properly conducted, eliminates it.

Don't forget that the man who sits down the minute that the boss goes out is very often seen standing around waiting for a job.

Don't forget the fellow that has to be told what to do, when to do it, and how, is usually the fellow who thinks he knows it all.

Don't forget that the employer or clerk who reads his trade journals is usually the best posted business man in the shop.

Take as much interest in your employer's business as if it were your own.

Do not try to get all you can, giving nothing. Do more work than is demanded.

You can't be a half-hour late every morning and make your employer believe that you have his interests at heart.

Do your work well to-day and you won't have to do it over again to-morrow.

A sullen countenance is not pleasant to look upon for either an employer or a customer. Thrusting your own disgruntlement on those around you is a poor investment.

Give good value for the money you receive and you will be sure to succeed.

The road to success is none the less worth traveling on because it is not short or easy.

Always set a good example. Do not lie to the clerk or to the customer and expect the clerk to tell you the truth.

Have confidence in your employes until they prove themselves unworthy; but keep temptation out of their way, keep your eyes open, and remember when contemplating chastising, that a swift and sudden jolt is worth a hundred taps.

Respect your clerk, and treat him accordingly, or don't keep him.

Encouragement often does more good than finding fault. Reprimand only justly. When it comes time to reprimand the same man the second time for the same mistake—just fire him.

Advertising Value of Window Displays

Dealer Cannot Afford to Let His Show Windows Lie Idle—Displays of Holiday Goods Made by Canadian Hardware Stores—Some Practical Suggestions for Displays in the Different Seasons.

How Windows Should Be Built

Frederick Pfaff Discusses the Subject in an Intelligent Manner.

I do not believe any wide-awake business man can afford to let his show windows lie idle. All the other classes of advertising have their value, but the class that brings the whole matter right up to the prospective buyer is the window display. I would not for one moment be understood as advocating the policy of dropping all other modes of advertising and relying solely upon window display, but desire to impress the value of window display as an auxiliary to their general scheme of advertising. Many merchants do not give this method of advertising the amount of attention it should receive and do not seem to realize its full value. Many think it is unnecessary trouble and somewhat expensive. I believe that the window display is one of the most valuable methods of advertising, and, as a rule, that the appearance of a merchant's show windows is an index to his business ability. Many will tell you that it is an easy matter to dress up a window in a dry goods store, but it is a difficult matter in a hardware store. I realize that at times it requires a great deal of ingenuity to get a really attractive window, but in this, as in many other things, "practice makes perfect."

I believe it is a good idea to select one person in a store to look after the dressing of the windows. If everyone has a finger in the pie it will certainly be spoiled. If it is left to one person he will soon begin to take a pride in the matter and the windows he turns out will be trade getters.

Do not expect immediate results from every window you fix up, for if you do you are sure to meet with disappointment. Many a time you will get up a window which is very attractive, but right at the time you cannot see that it is bringing you any trade, but some time afterward a customer will come in and ask for one of those hatchets you had in your window some time ago, or a set of those sad irons you had in your window last fall. I sold twenty-five or thirty sets of sad irons in one week as a result of a window display some weeks before. I made as attractive a showing of them as I could and did not get any direct result, but it came in time.

The chief value of the window display lies in the fact that it brings the prospective buyer face to face with the article to be sold and usually leaves a lasting impression with him.

Windows Not Properly Built.

One fault with many in preparing window displays is that they do not have their windows properly built. They are either too small or simply have a small platform built in them, and they are not boxed up, and, as a result, you cannot properly show your goods. For ordinary hardware display a show window should be about eight feet by eight feet, floor measurement. The floor in the window should be elevated to the bottom of the glass. The window should be boxed up all around, so as to be as nearly dust and fly-proof as possible. The ceiling should be about seven feet from the floor of the window. A door should be placed in the back large enough to admit the largest article which you will have occasion to place in the window. Of course, in some stores it is impossible to arrange such a window without a great deal of inconvenience. In such cases, do the best you possibly can.

After constructing your window it is necessary that you arrange your display in a manner that will attract the attention of the passersby and cause them to stop and take notice. When you accomplish this you have begun to make your work felt, but it is still possible that after arranging your window so as to attract attention, the arrangement is not of such a nature as to be a trade getter. It may be that display is so confused that the observer cannot be converted to your cause by it. Quite often you will see windows in which the trimmer has tried to make a display of what seems to be all the articles carried in stock. As a rule, this class of windows do not pay.

Display Only One Line.

To make the display most effective you should only show one line of goods at a time. If you desire to make a cutlery display do not sandwich it in with a display of builders' hardware. If you want to make a display of builders' hardware don't mix it up with a display of harness, or if you wish to make a display of ice cream freezers do not mix them with the display of a range. Take one article or a number of articles belonging to the same class and make the display such that after looking at it the prospective buyer will have that article or class of articles well impressed upon his mind. Otherwise the prospective buyer will only take a casual look at the different articles and walk away without having received a strong impression of any of them.

A window display can be greatly strengthened by the use of show cards. These should be neat and call attention to the display in a brief and clear manner, and it is well to have a neat price card showing the price of each article. A great deal of care should be taken in the preparation of these show cards and above all things they should be neat. A hand-painted card is much preferred to cards printed with a rubber stamp on a piece of old card secured by tearing up a pasteboard box. The latter has a tendency to cheapen your window and destroy its artistic effect. Good cardboard can be secured at any printing office at a very reasonable price. By a little practice any window trimmer can learn to make a very respectable style of letters and figures and this tends to give a touch of originality to the appearance of your window. If you contemplate making a display of some special line of goods you can usually secure a selection of very strong display cards from the manufacturer or jobber for the asking.

Change your displays often. This is very important. If you leave a display too long people will lose interest in your windows, and, as a result, you will lose the advertising value of your displays. If you do not already make use of your show windows as advertising mediums, try them when you return home, and I believe you will soon come to the conclusion that hardware window dressing pays.

AUTO DISPLAY AT GODERICH.

Robert Craigie, with C. C. Lee, Goderich, has a reputation for original displays, but it is doubtful if any of his work has excelled the automobile display shown in the accompanying engraving.

The body of the auto is a bath tub,

the wheels, stove pipes; elbows with tea kettle cover form the centre of axle, with child's trays for mud guards and bread pans for doors. The front is composed of a stove board, coal hods and register faces, while the steps are granite soap dishes. The steering wheel is a round register with a piece of iron pipe supporting it. The levers are fence clampers, the seats are registers, with stove pipe and elbows forming the back. The top is a light frame supported by fine hair wire and worked in with tissue paper. At a glance many took it for a real auto until they stopped and looked at it.

Suggestions Made by Manitoba Trimmer

Walter S. Bate Gives Some Practical P ointers, But Argues Against Pricing Goods in Win dow Displays.

That Canadian hardware merchants, in the cities and smaller towns, have of later years come to realize the immense value of their windows as a selling agency is apparent in the increasing interest being taken by them in this department of the store. It is a problem to many to know what course to follow so as to obtain the best results, so a few brief suggestions along this line may be profitable to some.



Automobile Window Arranged by R. W. Craigie, for Chas. C. Lee, Goderich.

Window displays may be divided into two classes, stock and novelty. Both classes can be used to advantage, but, of the two, a clean, well-arranged display of seasonable goods, is, in the opinion of the writer, the more powerful trade drawer. Nevertheless, the novelty display cannot well be overlooked, as it is a very potent factor at special seasons, and often attracts the attention of those who would not be interested in a stock display.

At different seasons of the year, the greater demand of certain classes of goods, necessitates these being brought more particularly to the notice of possible buyers, in order to obtain a heavier sale.

The beginning of building operations in the spring affords a great opportunity to the hardwareman, and a window neatly trimmed with tools and other supplies needed by the mechanic or contractor, may be the means of attracting a customer to the store, who, if treated in a businesslike manner, may be so favorably impressed as to become a regular customer, and, perhaps, prove to



WALTER BATE, BRANDON, MAN.,
Clerk with Johnson & Co., and Winner of First Prize in our Recent Holiday Window Competition.



ROY GILMOUR, ALMONTE, ONT.,
Clerk with Torrance & Kaufman, and one of the Prize Winners in our Recent Holiday Window Competition.

be a heavy buyer of building materials throughout the season.

The advent of the summer-games season also presents a number of opportunities for catchy window displays of baseball and summer sporting goods, resulting in profitable business.

The fall season, too, is an opportune time for window advertising, beginning with the sporting goods (an excellent chance for novelty displays) and following with staple goods, such as heating and cooking stoves and any other lines which people will be looking for with the approach of cold weather.

The holiday season, the last of the year, gives rise to a great opportunity for effective trims. This is a season which particularly calls for attractive displays, as people are looking for gifts which will please their friends, and, if you can succeed in arranging an exhibit that draws the attention of those passing along the street, you have done a great deal toward selling the articles. Such lines as cutlery, silverware, cut glass, etc., are most in demand and can be displayed to advantage, without incurring a great deal of expense.

Argues Against Price Tickets.

Some window dressers advocate the price ticketing of goods in the display, but the writer does not follow this custom, as it often happens that people, not seeing the price, will come into the store to inquire, and this gives the salesman his opportunity to prove his abilities in respect to other lines as well.

Expense in Making Displays.

Of course, there is the matter of expense to be considered in connection with window-dressing. The item of light is probably the heaviest as it is at night that a display can be seen to the best advantage.

The expense incurred for cheesecloth or other draping materials, fixtures, etc., should not exceed, on the average, more than two or three dollars per window. All fixtures should be carefully preserved, as, with slight alteration, they can be used in several displays. Not many set rules could be made for the guidance of the window dresser, and certainly none in the matter of the changing of displays. This is entirely optional with the trimmer, and as he should be acquainted with the general tone of the locality, ought to know the most suitable time for change. But, it is not advisable to leave any display until it begins to look soiled.

To produce the best results, a window display should be backed up by a neatly prepared Advt. in the local press, calling attention to the various lines on display. The ad. should be written in plain terms and should be changed somewhat several times while the display is on.

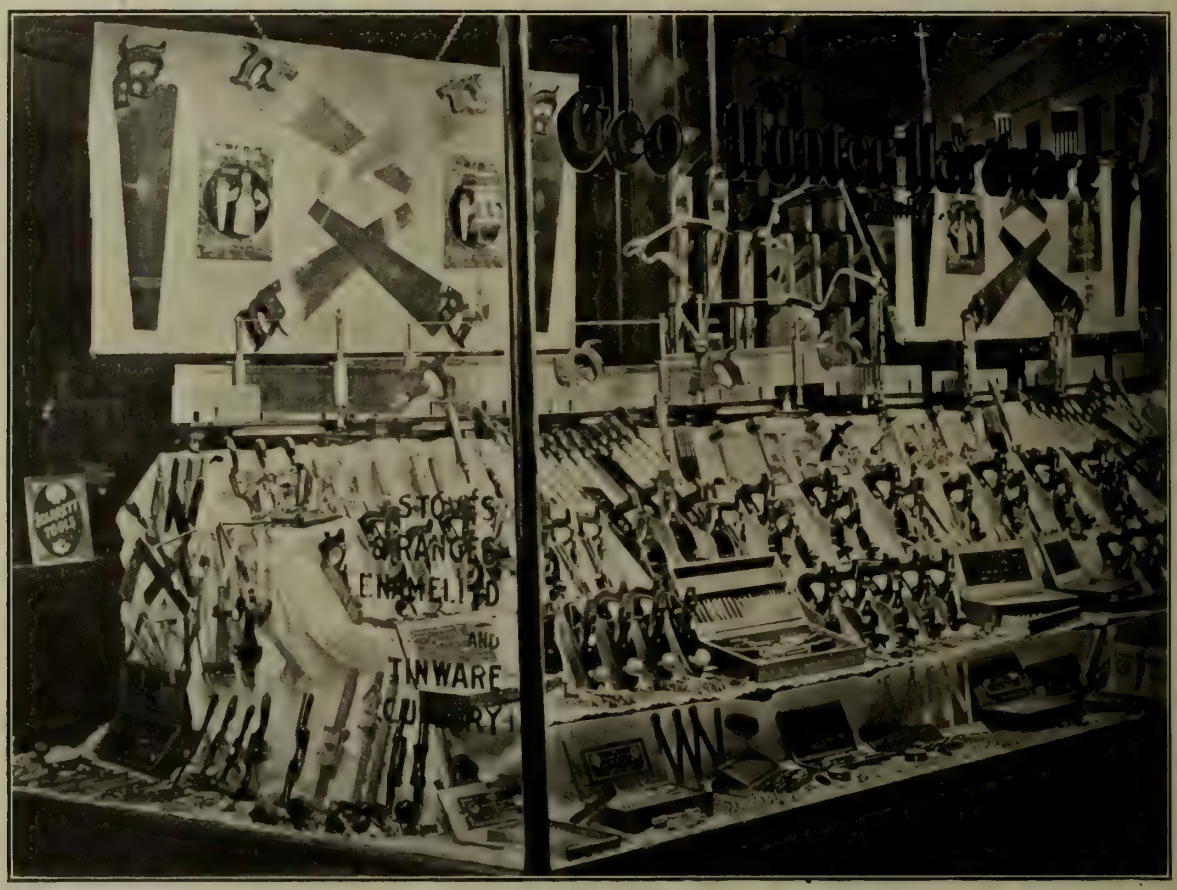
These few brief suggestions should, if applied, result in increased business, which is the aim of all who make advertising a practice.

TOOL WINDOW DISPLAY.

A seasonable exhibit of carpenters' tools was made last season by F. S. Lockett for the George Hunter Hardware Company, Vancouver, B.C., and although nearly 700 tools were used in the exhibit the effect does not have a crowded appearance.

The window was built up with packing cases, which were covered with white crepe paper and muslin, thus forming a direct contrast to the polished wood and steel tools exhibited.

Few carpenters can stop to examine a display of this kind without realizing that they need some article shown, and as they are led to examine the rest of the stock the result is often a sale of several articles.



Spring Display of Carpenter's Tools Made by Hunter Hardware Co., Vancouver, B.C.

Displays of Holiday Goods

Canadian hardware stores are paying more attention to the value of window advertising during the two or three weeks rush before Christmas, and everywhere special displays of lines suitable for presents are being made. Dealers are encouraging clerks to "throw themselves" on these displays, in some cases prizes being given to the clerk who suggests or prepares the most attractive and best selling windows.

That the window trimmer is not handicapped from want of funds for fixtures and other things necessary to attractiveness and for want of time to prepare the display, is shown by some of the photos reproduced on these pages. And that the allowance of time and money for window trimming is a paying investment is shown by the firms making the expenditure repeating and enlarging it year after year. As in all other advertising it doesn't pay to do it half-heartedly—do it well or not at all. The two widely different displays made at Halifax and Brandon, are examples of time well spent on displays, though it is doubtful if much money was spent by either Mr. Wetmore or Mr. Bate.

Mr. Wetmore's special "publicity" windows are well-known to readers of Hardware and Metal. A. M. Bell & Company's store is on a side street, and to get the crowd to the store Mr. Wetmore takes one of the large windows and constructs an original mechanical display, reproducing local or seasonable scenes. Then he has the daily papers write a description of the display, and by also using the firm's ads., draws crowds to the store, special policemen being necessary to keep the sidewalk clear. Of course a window trimmer of such originality as Mr. Wetmore does not stop at bringing the people to the outside of the store. By means of other window displays of seasonable goods and by live advertising, many of the window gazers are brought into the store and sales made.

The display illustrated was made last Christmas, the view being taken from the store doorway. A front view was taken, but owing to the crowds on the sidewalk both night and day, the photo taken was not as clear as the side view shown. Mr. Wetmore's own description of the display follows:

"Publicity" Window at Halifax.

"Floating above the scene is the Santa Claus airship and boat, containing toys and figures. An aeriel warehouse, perched upon rock cliffs, from which Santa Claus is forwarding Christmas goods, is situated at the north end of the window. It represents a stone building with projecting roof in centre from which are cage elevators containing toys, etc., moving up and down, passing through roof of the North Pole and Halifax R.R. Station, situated directly below, and connecting with the electric train, also passing through station. These buildings represent stone and brick structures, and have about twenty-five colored cathedral glass windows, all lighted by electricity.

"The train leaves the west end of station and travels south on the edge of the ice cliff, passing Esquimaux huts on right and left of track, backed up with arctic sunset scene, showing icebergs floating in the distant water. The train continues to the south end of the window, and enters the Halifax Junction Station, which also has numerous colored glass windows lighted by electric lamps, there being a square tower on the corner of the station, the clock in the tower giving the correct time.

"Near the north side of the station is a rustic bridge, beneath which is seen a frozen brook, made of geletine and absorbent cotton. As the train leaves the junction the doors close automatically and the train travels around the half circle on the elevated track, and thence onto stone bridge, which spans the river, jammed with ice, in which was seen a schooner yacht and barge containing packages of goods for A. M. Bell & Co. This ice is in constant motion, and is similar to the undertow seen off the Newfoundland coast during the winter season. Behind the stone bridge is seen a hunter's log cabin, with stretched skins and snowshoes. After leaving this bridge the train turns westward and crosses a railroad bridge



Side View of Special Display Construct ed last Christmas by S. S. Wetmore for A. M. Bell & Co., Halifax.

spanning gulch, and thence on to a lengthy suspension bridge which crosses the entrance to the icebound bay on the ice of which were seen polar bears, seals and two steamers, waiting at the pier.

"Back of the bridge on high cliffs is situated a Marconi wireless station and power house, the driving wheel on the latter revolving very rapidly. On the face of the cliff are Marconigrams, telling the movements of the airship, the contents of which are for A. M. Bell & Co.'s Christmas stock. Also scattered through the scene are numerous signs, advertising boards, etc.

"The snow consists of absorbent cotton, sprinkled with diamond dust. The cliffs and rocks, molded from paper and colored, all higher points on surface tinted with bronze, etc. Excepting the electric trains, the whole display was of my own design and construction. To give proper effects to the undertow, to run the elevators, etc., required twenty-two wheels, which were worked by a small over-shot wheel below the window."

Hamilton and Almonte Displays.

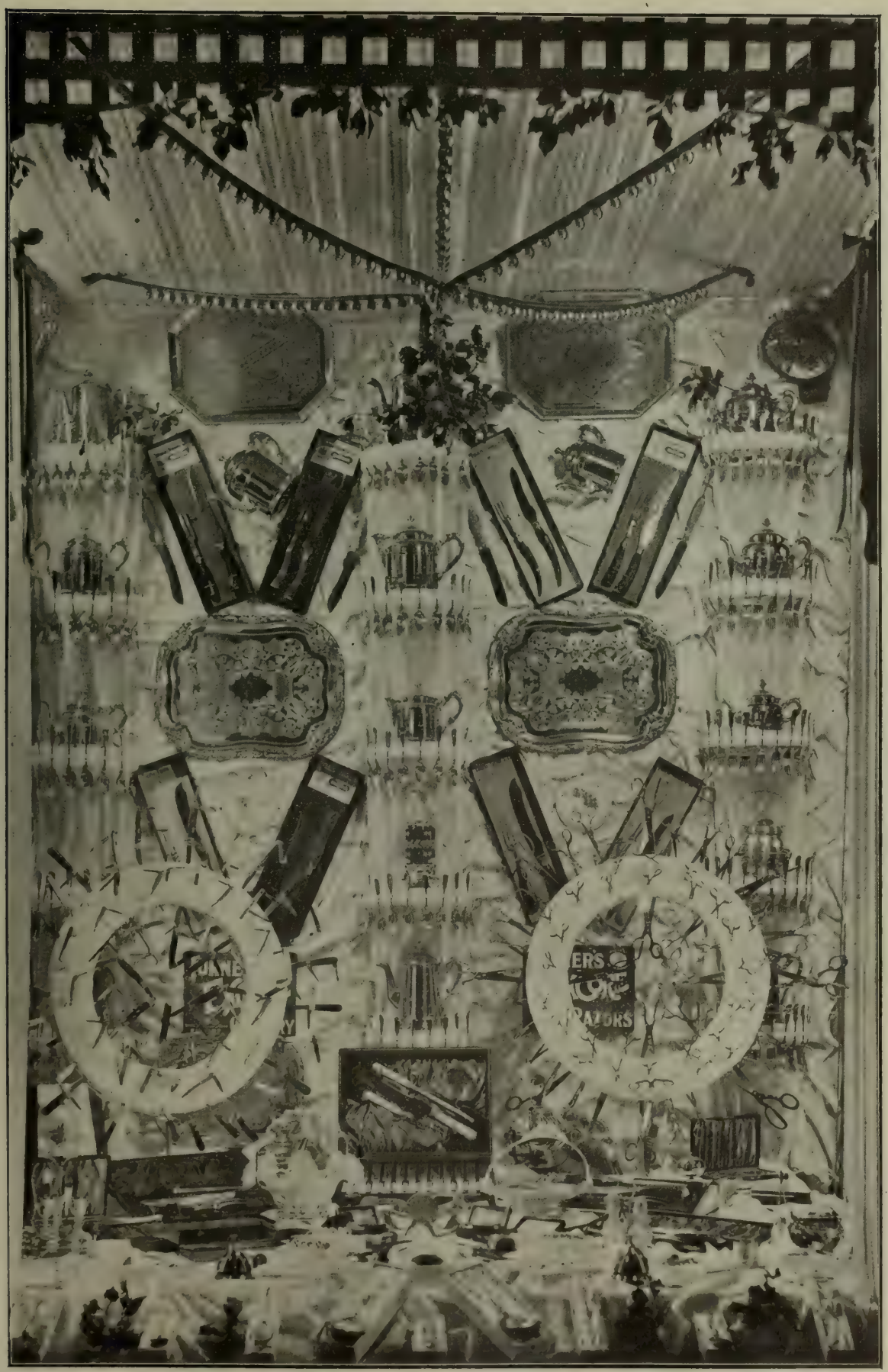
Stanley Mills & Co., Hamilton, are noted for their fine window advertising and their cutlery and silver goods display, made for the holiday trade last December, is a good sample of their work. The elevated shelving enables the trimmer to show a large line of case goods effectively and the small price tickets, not large enough to deface or hide the goods, were helpful in enabling customers to select some article within reach of their pocketbook.



Silverware and Cutlery Display made last Christmas by Stanley Mills & Co., Hamilton, Ont.

Roy Gilmour, with Torrance & Kaufman, Almonte, is another who made a commendable display during the last Christmas season, and with a modern plate glass store front, his effort would have reproduced to much better advantage. The photo was taken late at night, a half-hour exposure being made. A lot of work has been put on the trim, and it deserved to bring results. The window is large, the articles are priced, and if any criticism is offered it, it is that the same thought has not been given to constructing some strong central figure or arrangement to round off the rest of the display and attract attention. Regarding the display, Mr. Gilmour wrote:

"The display attracted a lot of attention, and the many sales directly traceable to the window is one of the best proofs that good window dressing pays. In getting up this display I took some half-inch lumber, ten inches wide, and made four pillars and from these I ran slightly curved cross piece and fastened these to the pillars so as to form two sides and one back arch which gave me a window eight feet long by five feet deep. These arches and pillars I covered with light green cloth, to which I arranged shears and scissors to one of the side arches, and knives on the other side. The back arch I arranged with plated knives, forks and spoons. From the centre of the side arches hung a round board with the centre cut out and covered with white cheese cloth. In these I stuck knives and scissors to match the arches, and on each side of these circles hung nickel trays. From the centre arch hung a row of razor



Cutlery and Silverware Window Trimmed by Walter Bate for Johnson & Co., Brandon, Man., last Christmas.

strops. Around the top of the arches I placed nickel trays, tea pots, kettles, knives, etc., with a sprinkling of holly intermixed.

"For the floor, I used three steps, the bottom one being 24 inches from the window, and the remaining ones 12 inches deep. These I covered with white cheese cloth on which I arranged carvers, manicure sets, ladies' companions, fruit knives, berry spoons, soup ladles, cold meat forks, pie knives, plated spoons and forks, razors, shaving brushes, ladies' scissor sets, etc., with a sprinkling of holly. On all the case goods I put a 3-inch round white price ticket with red figures."

and, each knowing just what they wanted, the time of the salesman would not have been wasted in showing a large variety of goods at different prices.

The window is a corner one, with glass on three sides about 6x5½ feet in size. The back is puffed with white cheesecloth, the ceiling being pleated, as is also the pillars supporting the gilded lattice arch decorated with holly. On th background are fixtures of half-circles on which rest teapots,etc., inside a neat display of forks and spoons. The arrangement of the trays and carving sets, the suspended rings of pocket knives and scissors, and the floor showing of case goods, hollow ware, etc., is

frame, should be placed back of the camera. An exposure of from 15 to 20 minutes' time is necessary for the best effect. Another method is taking the picture from an elevation equal to the height of the window, from the top of a stepladder, for instance, focusing the camera downward. This way is not as desirable.

INTERIOR DISPLAY.

On thing essential to an effective interior display is freshness and newness. More things are wrought by change than many window-dressers dream of. The average shopper likes to see "something



Christmas Window Display Prepared by Roy Gilmour for Torrance & Kaufman, Almonte, Ont.

Cutlery Trim at Brandon.

Differing entirely from the Halifax window is Walter Bate's cutlery display in Johnson & Co.'s store. As a "selling" window it would have been hard to beat, but for one great weakness—the absence of price tickets on the goods displayed. Experience has shown the wisdom of pricing every article in plain figures—in letting the goods sell themselves. Well lighted at night it is doubtful if any Christmas shopper at Brandon missed seeing Johnson & Co.'s brilliant display, but if the prospective customer could have, while outside the store, selected some article suited to his or her purse, more would have entered the store to buy, decidedly artistic, while the arrangement of sleigh bells and razor strops at the top round off one of the most commendable window trims ever made in a Canadian hardware store outside the larger cities.

PHOTOGRAPHS OF WINDOW DISPLAYS.

Photographs of window displays should be made at night, with lights in window burning. If there are no lower lights along the base of the window, they should be put in temporarily, cardboard being placed over them to prevent glare. A shield of black cloth of the same dimensions as the window

new" each time he or she goes in. Nothing is more repulsive to the shopper's eye than a month-old display with the usual accumulation of dust, and nothing is more pleasing and attractive to the shopper's eye than a bright, clean display new every week. Freshness and newness are not only effective in themselves, but they signify enterprise, industry and ambition on the part of the clerks—qualities not altogether common. Frequent changes in the shelf and counter arrangement aid in showing up all the lines in stock.

In every store there is something that will appeal to the ordinary man and woman. By frequent changes the merchant will be able to find out what

that something is and the probability is that a sale will be effected. There is a possibility of going to the extreme in the matter of changing the display, as in everything else. An over-dressed interior arrangement is just as awkward and ineffective as an overdressed man. Too complicated an exhibit may also be easily made; confusion should above all other things be avoided. The appearance of continual housecleaning is also a detractor. The display should be altered frequently, but not too often to obliterate its familiarity or identity from the eye of the shopper.

LAUNDRY GOODS DISPLAY.

The striking feature of the laundry window trim suggested by Hardware, New York, lies in the arrangement of the washboilers shown in the background. To secure this form the boilers must be suspended by the handles from wires attached to the ceiling. The advantage in this arrangement is in showing the bottom, sides and inside of the boilers in addition to making a unique arrangement that will attract attention from "across the street."

The tubs are also suspended in positions against the partition. The irons, iron standards, wash boards, clothes lines, etc., may be arranged in a number of attractive forms. The sketch simply shows the general arrangement of the window. There remains plenty of space in which other supplies may be displayed.

NOVEL FISHING TACKLE DISPLAY

The Columbus Sporting Goods Company, Columbus, O., in arranging the window display shown in the accompanying engraving, had a tank extending from one corner of it to the other corner diagonally. The tank was a foot deep, 16 feet long and three feet wide, a bank running up to the tank. They had running water and live bass in the tank. It attracted a great deal of attention and comment, and the sidewalk was lined with people continuously.



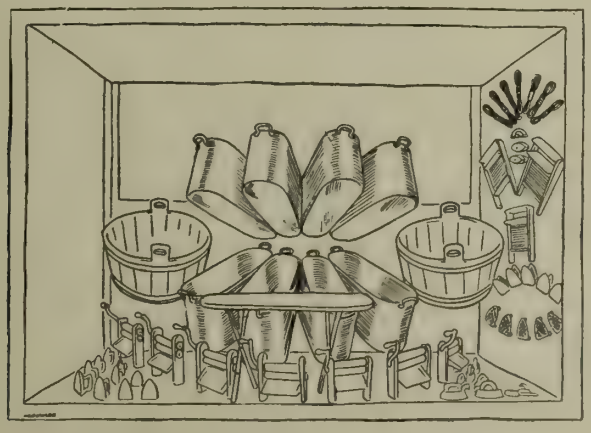
A Sporting Goods Window.

UNIQUE FISHING DISPLAY.

An attractive mechanical fishing tackle window can be made by posing a dummy dressed as a fisherman with a rod in his hand. Have the line run to a brook painted on a scenic background. Let the line pass through the canvas and connect with a wheel. As the wheel revolves, the line will be drawn tight and then loosened, causing the fisherman's rod to bend and straighten as though he were playing a fish.

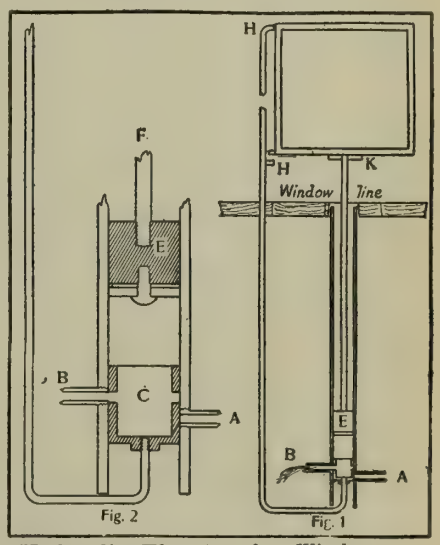
HYDRAULIC ELEVATOR FOR WINDOW.

A moving device in a show window attracts attention, which, creating interest and criticism, actually sells more goods than an ordinary display of stock, even though the model is something foreign to the business.



Suggested Laundry Supply Window.

The cuts show an hydraulic elevator elevator that moves up and down the guides continually as long as the water cock is open. The device is comparatively simple and inexpensive, can be constructed by anyone, and made as elaborate as the maker desires. The operating valve is the most important part and is plainly shown in Fig. 2.



Hydraulic Elevator for Window.

The jacket is made of ¾-in. brass pipe, as long as the rise is intended to be. The top end of pipe can be flush with the window line, which leaves all the mechanism out of sight, the only visible parts being the plunger rod, valve rod and guide bars for the car, which are made of ¼-in. square brass rod.

Perhaps the best way to realize the full value of a show window is to hire a few. That which we are accustomed to use daily has a tendency to seem of smaller account than it really is. The show window is of value in several ways; to admit light, as a place to display wares, as a power to draw customers into the store. Never treat it lightly.

Effective Retail Hardware Advertising

W. F. Ralph Points Out the Foolishness of Curtailing Advertising Expenditures During Season of "Tight Money"—Use Cuts and Name Prices in Order to Encourage Buyers.

When a railway train is fighting its way through a fierce blizzard, when the rails are slippery, the steam hard to keep up and all the elements appear to have entered into a solemn pact to prevent that train reaching its destination; wouldn't it be foolish for the engineer to throw the fireman out of the cab, sit down on a lump of coal and let the blizzard do just what it liked?

Sure it would!

Just as foolish it is for a merchant to quit striving for business by all the means at his command—especially when the public has an idea that it is being visited by hard times.

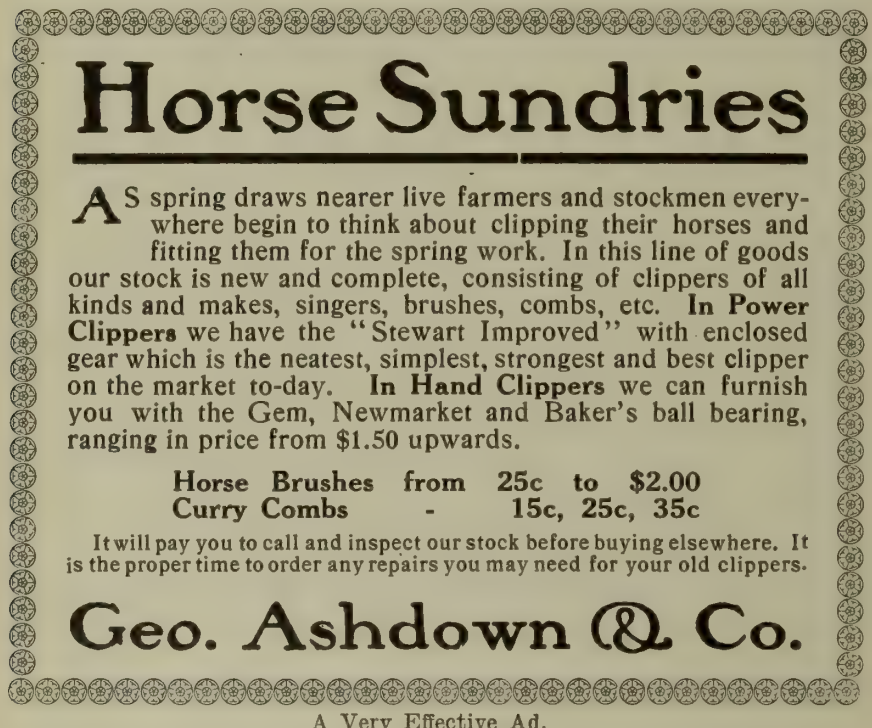
perceive that advertising is more than ever necessary when the wad isn't disposed to loosen of its own accord.

In an extended era of prosperity luxuries evolve into necessities. When the average man has a full pay envelope coming to him every week or every month with joyful regularity, he cultivates a taste for certain things which he finds hard to abandon under less propitious circumstances.

That is the standard of living being raised.

Advertising plays a very strenuous part in the game of standard of living raising. Advertising educates Mr. Average Man to buy more goods and better goods for the use of himself and his family. The money thus spent in response to advertising promotes the business of producing the more goods and the better goods which Mr. Average Man and his family have been educated up to.

Thus does the standard of living of the average man—which is the pride of Canadian democracy—depend to a very great extent upon advertising.



A Very Effective Ad.

Judicious advertising has come to be recognized as the motive power of modern merchandizing. And when a merchant has extra force to contend with, when his customers show signs of disinclination to buy, then is the time of all times to apply more motive power.

If Money is Scarce—Advertise.

The merchant who cuts his advertising appropriation when the buying public is most careful of its money, casts aside persuasion when only persuasion will loosen the public wad.

Moreover, he leaves himself at the mercy of his wiser rival, who is able to

Advertise for Personal Benefit.

Now you, as an individual distributor of hardware, may or may not be interested in the broad subject of raising the national standard of living. You may not care a continental cuss whether the condition of the average man of the whole community is good, bad, indifferent or devilish. But what you are most intimately concerned with, in any case, is the financial condition of yourself—that's human nature.

Your financial condition depends upon your efficiency in selling hardware. You are successful to the extent of the hardware you can profitably dispose of.

Unless you are a lonely hardwareman, located in the middle of a large and fairly well populated district, with no rivals in sight, and are quite contented with the business you do, you can increase your efficiency as a distributor of hardware, by using Advertising.

Even if you are such a lonely hardwareman you can't really afford to neglect advertising; for it is in just such circumstances that the mail order catalogue comes gaily along, and, with its nicely printed and illustrated arguments, set off by prices which omit the mention of such trifling details as delays, express and postage charges, etc., and alienates many of your paying customers.

The Mail Order Catalogue.

The reason the mail order house gets in ahead of you is that it doesn't wait to be asked for something. It goes into the homes of the people in the shape of well-written, well-printed, well-illustrated suggestion. It manages to persuade people not only that they can get better things cheaper from it, but also that they really ought to be using more things.

You can't very well get up anything as elaborate as a mail order catalogue; but if there is a weekly newspaper circulating in your locality you can take some of your goods into the homes of the people 52 times a year. You can get at them with fresh energy every week, while the mail order catalogue only comes fresh twice a year.

This is a means of introducing your goods to the buying public, which you can afford all the time—if you use the space right.

Lack of good advertising copy has killed the confidence in advertising of many a budding advertiser. When a merchant buys space in a newspaper he is up against the problem of saying something in it which the public will be interested to read, and of saying

it in such a manner that they can't resist reading it. When boiled down, all advertising science consists of having something to say—and saying it right in the proper place.

Suppose you are advertising a new kind of can-opener, which you firmly believe to be an improvement on every other kind of can-opener. In the first place, you must remember that this is an age of canned goods, and everybody has some kind of a can-opener. So that an ad. like this:

> **Can-Openers,**
> **15c. Each.**

wouldn't be likely to sell very many. The price is not very cheap, and the article is one which the majority of your readers are already possessed of. As an article at a certain price, the ad. has little attractive value. But if the can-opener has certain distinctive points, say so. Tell the people what it'll do, how it will save time and trouble. But don't be long-winded about it—state the facts in terse, every-day language. If possible, show a picture of the article.

This applies to pretty nearly every advertisable article. State the points. Show the reader just what he's to get for his money. Make him feel that he can see the article you are advertising. When you are writing the ad., imagine you are exercising your salesmanship over the counter. Don't get balled up as soon as your pencil touches the paper by imagining that you are writing an essay for a literary society. The language that Farmer Jones can understand best over the counter—the language that Farmer Jones uses every day in his social or business dealings (exclusive of cuss words)—is the language that will best appeal to Farmer Jones in a newspaper advertisement.

Use Cuts and Give Prices.

There was a certain Teutonic gentleman who was very fond of sauerkraut. And when visiting a friend one day, the host, knowing his friend's fancy, gave him lots of his favorite delicacy. After having eaten to his capacity the Teutonic gentleman called a halt by exclaiming: "Ach! Too much iss enough." This remark can be very aptly applied to the use of cuts in advertising.

I came across a hardware ad. some days ago which presented the reader with three columns of assorted cuts, arranged in the most fantastic and confusing manner. All of the articles shown were very common, everyday articles, such as could be found in almost any home, and there was nothing at all in the whole three columns of valuable space to suggest a purchase to the average reader. Not even a price was given. The value of the individual cuts was, in most instances, completely eliminated by the nature of neighboring cuts. For instance. Placed beside a sled on which were standing a row of men to show its strength, was a razor which could have held upon its handle all the men standing on the sled. In front of the row of men, and directly on a level with the first man's face, was a kettle as big around as three men. Placed beside a woman operating a washing machine was a doll big enough to swallow the woman and the washing machine and be none the worse off for doing so.

By using one-third of the cuts and arranging them so that the relative proportions of each would not be obliterated by the proximity of another, and by using a little descriptive talk and a little argument as to values, etc., and by the mention of price, the effectiveness of that three column space would be wonderfully increased. Truly, too much is enough!

Illustrate but avoid over-illustration, as you would over-much "talk." See that each cut you use is sufficiently isolated from other cuts to make its proportions clear and its meaning plain—and, in a retail ad., never forget the price.

The "Oil Heaters" ad. of Fennell & Chandler, is a good one in all respects, save one—lack of prices and details. The solid headline, "Oil Heaters," is bound to catch the eye, especially during a cold spell when anything about heat is interesting to the average householder. Read the "copy"—it is good. It answers three distinct objections which are liable to arise and which would naturally be raised if a sale was being made over the counter. But this ad. becomes weakened by the statement in the last two lines that "we have them in different styles and prices." The ad., I believe, would have been more effective in bringing inquiries were the body set in type of a smaller size, and one style of heater mentioned, with all its good points emphasized and the price attached.

An opportunity for a good ad. of the "special sale" variety has been missed in the ad. of L. W. Sleep. Mr. Sleep, according to his ad., was anxious to get rid of a few pairs of Cycle Hockey Skates—so much so that he found it profitable to unload them at half-price in order to clear. But neither the regular nor the sale price is mentioned in the ad. When a departmental store has a half-price offer to make the comparison between the regular and the special price forms an enthusiastic theme for the ad. man. And if any advertisers are successful it is the modern department store. Consequently, it is worth the while of the smaller retailer to keep the successful method of sale price advertising in full view when he has anything in that line to offer the public. Consider how much more effective the space of Mr. Sleep would have been were it filled after the fashion of Sleep ad. number two which is offered here as a suggestion.

In framing a special sale ad., it is a good plan to take the public into your confidence. Assume to begin with that the public are interested in your offer. Then talk to them as if you had a probable purchaser standing before you. Give them the reason for the special price and state whether the goods are worth the regular price or not. Interest

> **OIL HEATERS**
>
> The kind that gives satisfaction. No smoke, no smell, no danger, can be carried from room to room. We have them in different styles and prices.
>
> **FENNELL & CHANDLER**
>
> **The Stove Men - Charlottetown**

the buyer in your proposition from all the points you can. If you are offering him a half-price proposition, from all the points you can. If you are offering him a half-price proposition, remember that the average person is liable to be suspicious of its genuineness, so it is necessary to tell him the "why" of it before you can convince him that he is getting a real bargain.

The "Horse Sundries" ad. of Geo. Ashdown & Co., is a good one. Observe that the nature of the headline and its prominence is such that it could hardly fail to attract the attention of any person interested in horse furnishings. The border also, being unique, very effectively isolates the ad. from its surroundings. With the attraction of the reader's attention the duty of the headline has been well done. The "copy" following excites the interest because it talks of something which is probably floating around in the reader's mind at the time. Then it sustains the interest by the mention of several appliances, together with their various points and their prices. This ad. appeared in a recent issue of the Empire, Morden, Man. And Ashdown's store is probably well enough known in the vicinity to render its exact location in the town an unnecessary detail.

PLANNING THE YEAR'S CAMPAIGN.

Some small village merchants (not really good advertisers) sometimes spend only a fraction of one per cent. of their turnover for advertising, while a few patent medicine concerns and circus proprietors invest as much as thirty-five to forty per cent. of gross receipts. But the usual advertising appropriation for a hardware store that is up to date should be 3 per cent., writes Ralph Harris, manager of "Brains."

A practical division of this appropriation for a business of say $25,000 a year, would be a total appropriation of $750, divided as follows:

Newspaper Advertising	$625
General Circulars	100
Emergency Fund	25
Total	$750

If you are in the habit of issuing a regular catalogue, its cost should be added to the regular appropriation.

Now, to decide when and where to use your newspaper space. First, we will say that the newspaper rate is twenty cents an inch; this would give you 3,125 inches of space to be used during the year. Most papers have time and space discounts; that's one reason why it is well to contract for the year's space in advance so that you can take advantage of such discounts. You might allow for four inches double column each day or eight inches three times a week. This would leave 619 inches for special sales, bargain ads., and unusual announcements. Six hundred and nineteen inches means nearly twelve inches weekly, which you can add to any one or two days' ads., as business conditions demand.

In this way you plan within your appropriation, and, instead of exceeding the proper amount before the end of the year, you can always keep a check on the amount used. If you keep your advertising systematized in this way you will find it a profitable, and fascinating business game. If you go at it in slipshod fashion you lose money and interest, and find it a source of inconvenience.

We have a few pairs

CYCLE HOCKEY SKATES

which we are anxious to dispose of.

Will Sell at HALF PRICE in Order to Clear

L. W. SLEEP

Sleep Ad. No. 1—See No. 2.

A Chance to Save Money

We have a few pairs of

Cycle Hockey Skates

Which we are anxious to dispose of. They are really splendid value at the regular price, $1.50, but we need the room they occupy for something else. So come early and get a pair—while they last—at

Half - Price - 75 Cents

L. W. SLEEP

Sleep Ad. No. 2—A Suggestion.

A PRICE MISTAKE SCHEME.

A novel idea was adopted recently by the advertising man of an Illinois concern in exploiting a sale. He distributed, by mail and otherwise, something like 3,000 circulars, and on each circular appeared the notice that five circulars out of the lot would contain mistakes in prices; for instance, in one circular a $10 punching bag and stand would be priced at 25 cents; in another, a $4 football would be priced at 15 cents; in another a $3 pair of boxing gloves would be priced at 10 cents, and so on down on other articles to three cents. As stated, these "mistakes" were to appear in only five circulars, but the chance of obtaining the benefit of them of a circular to read it over mighty carefully. The ad. man states that all the five circulars were returned and the names of the lucky ones were published in the concern's newspaper ad. As a result of the circular and other advertising the sales were larger than on any previous occasion, and so great was the success of this "Success Sale" as it was termed, that several other concerns in the city held special sales to get even.

To polish your show windows, making them as clear as day, use the following paste, applying with a soft rag, and rubbing off with another soft, dry rag. Take of prepared chalk, nine ounces; white bole, one-half ounce; jeweler's rouge, one-half ounce; water, five ounces; alcohol, three ounces. Mix thoroughly.

Hardware Business Management

What Advance to Add for Profit—Current Trade Discounts—The Principle of Exchange—Index and Stock Card System—The Annual Inventory—Cost of Doing Business.

Exact Cost of Doing Business

A Concrete Example of How Necessary it is to Know Just How Much it Costs to Sell Each Individual Line of Goods—An Increase of Sales, With Shrinkage of Profits Explained.

The board of directors' yearly communication lay before the general manager of the Mann Mercantile Company. It was his first news of the proceedings of the annual meeting. For Johnston was not a member of the board of directors; in fact, no one really was—except Benjamin Mann, founder, ninety-nine per cent. owner, eleven-months-of-the-year-absentee president of the Mann Mercantile Company. So this polite and ambiguous letter to the general manager, expressing the directors' appreciation of his personal faithfulness, but also their disappointment in the year's meagre profits and their hope that the coming year would show increased results—this was really a direct message from Benjamin Mann to Oliver Johnston to the effect: "Show a bigger profit in the next twelve months—or your resignation."

Sales More—Profits Less.

Johnston's call button rasped. A word to the answering messenger boy brought in the treasurer—built on the order of Mann's directors—a glorified cashier and head bookkeeper. The general manager went right to the point. "Braun," he said, "you and I are the only men outside of the directors who know that this institution made less money this year than last, on a twenty per cent. greater volume. We were surprised, puzzled. Our one-man directorate is more than surprized. And it is up to me to find the cause and remedy it. My hunt begins to-day—the tenth of January—I want no further time handicap, for I have got to find the goal and make the run by December 31. Have you any idea as to the source of the trouble?"

"I am checkmated on this question," the treasurer replied. "You have our figures; sales nearly one-fourth more than last year—gross profits as large in proportion—all departments showing the necessary percentage of profits on the books; yet expenditures went away up and more than absorbed the additional gross profits."

"If you can't tell me, no one in this house can," Johnston said. Then, decisively—"I will know. To-morrow a new clerk comes into the executive department. Tell him everything, give him anything he wants, open up our books to him. He'll have to be the Stanley of my Livingstone in the Africa of the Mann Mercantile Company."

So, on the morning of January 11, I entered the employ of the Mann Mercantile Company as general clerk. It was a progressive store I began to study—full of the hustle and ambition of young men, and yet well directed by the merchandising ability of its manager. The books showed the situation: An increase in volume of sales; corresponding increase in gross profits, for the margin between costs and selling price remained the same; but the expense list had taken an unwarranted increase. On the expenditures, therefore, I concentrated my attention.

Items of Expense.

"The first data I want to get from your books, Mr. Braun," I said to the treasurer, "are the items of expense for last year and this year."

"We can give you those in an hour," Mr, Braun answered.

The two sets of figures came to me, item by item—rent, light, heat, labor, equipment, repairs, delivery expense, supplies—all the expense accounts. They brought out nothing startling, or even significant; the percentage of increase was uniform over all. No one item, as I had hoped, showed a comparatively greater rise, thus marking it for special attention.

"Either some adverse general condition or some broadly mistaken policy of management," I reported to Braun at the end of a day's scrutiny of the figures, "has caused this proportionately large increase in expenditure, or there is some one part or another of your store responsible for the increased expense in all lines. The next point, therefore, is to find what the increase in expenses has been by departments."

"But my books won't show that," the treasurer answered. "This is not a department store, you know, though we sell different varieties of goods. All expenses are figured in totals and charged to the store as a whole."

Expenses Not Distributed.

"But you surely have distributed your expense," I protested, "so that you know how much labor, how much rent, how much delivery expense, how much of any general expense, is to be charged to each general merchandise division of your business?"

"Nothing of the kind," the treasurer answered, "In the old days Mr. Mann, and now the present manager, have had complete and direct charge of the business; the figures of sales, which are kept by lines, and the general expense totals enable them to know the condition of the business."

The statement was made with such assurance that I was nettled.

"Why is this investigation going on," I demanded, "if these figures show the condition of the business? It's because your manager does not know the store's condition that we are making this analysis. What's the use, for instance," I added, "of knowing the increase in sales by lines when you don't know whether the expense of selling those lines is increasing proportionately?"

The treasurer made no reply.

"Let me see," I asked, "the report of sales by lines for last year and also for the preceding year."

Here I struck something. Not a clue exactly, but at least something different. There was a general increase in the volume of all lines, but five lines had increased very much more than the others. I looked up the location of these lines in the store, the stock carried of each, the gross profit they showed. At the end of the day I dropped into the general manager's office.

"Have you started any new departments this year, Mr. Johnston?" I asked casually.

Three New Departments.

"Yes," he answered. "Three—although no one of them is extensive. We opened a music-box and phonograph department just before the holidays of last year. Then in the spring we introduced a line of sheet music, and as the goods seemed to be akin, we put in books a little later."

"And are there any lines of goods that you pushed harder last year than you did before?"

"You bet we did." And the salesman's spirit within him kindled his eyes. "We certainly cleaned this town up on library desks and display counters. Times are prosperous; there have been a great many developments in this line of goods lately. Everybody seems to be putting in new equipment, and I was bound that we would get what was coming to us. I happen to know we got a good deal more. We did nearly half the business that was done in this town in these lines."

Then, as if recollecting that I would probably not be interested in the little gossip of the store, he added. "How are things going; any news?"

"No, not yet," as I arose and swung the door. "I won't have anything to say until I have something worth while to report."

A Thorough Inspection.

The next morning we set two clerks from the accounting department on what turned out to be a long job—the distribution of all expenses by departments or lines of goods. It was not only a long task, but a very difficult one. It meant going over every item of expense, every pay roll and invoice, charging the wages of the clerks to the goods they sold, charging each department its proportion of the rent, heat and light, according to the space it occupied, going through the delivery slips and charging each department according to the time that had been spent in the delivery of its goods. And even harder was the distribution of the general expense—the superintendence, the janitor work, the accounting and administration expense. It was two weeks before I had all my detailed figures ready for assembling, and when I began this final stage of the work I felt like an engineer must feel when the next blow of the pick is to join the two ends of his tunnel, according as he has calculated them in his blue-prints. Here I must find the trouble point—or I could find none, for my study of the business showed me no other opening in the apparently strong front of the management. The next morning I went in to see Johnston with two sheets of paper in my hand.

"I have something to report," I said, significantly. And although it was his busy hour, he cleared his desk and his office.

Cost of Selling Goods.

"Have you ever thought, Mr. Johnston," I began, "of exactly how much it costs to sell a sheet of music, or a chair, or a desk, or piano?"

"I know the percentage," he came back quickly. "My monthly reports give me that."

"But I mean in a more detailed fashion than that. Have you any idea how much clerk hire it costs to sell a chair—how much rent, how much wear and tear on equipment, on your door springs even, in that one sale—how much of your superintendent's and your floorwalker's and your door opener's time it takes to handle that one customer? How much it costs to enter and post the bill and collect the account on that one chair? How much it costs you to deliver the goods?"

"It's all in the percentage," Johnston repeated, but his answer was not so cock-sure as it had been before.

"I can tell you," I said, "how much it costs you in rent and light, and heat and clerk hire, in superintendence, in wear and tear, accounting and administration to sell, if not one chair, at least all the chairs you sold; or all the pianos you sold, or music-boxes, or desks or books. That is more than you ever knew before isn't it?"

"Yes," he said, "more than I cared to know, because it is only itemizing, it is only dividing up the entire expense. As long as I know the percentage I know where we are at."

"But you don't know the percentage. You know, for instance, that your profit last year was four per cent. on all the goods you sold, taken in lump."

"Yes," was the answer.

Uneven Profits.

"You have not known until this moment that while you made 4 per cent. on your chairs, you made six per cent. on your rugs and carpet, only one per cent. on your books, and that you lost money on the sheet music you sold, and on the musical appliances, and on the library desks, and barely played even on the counter line?"

The general manager had the right-hand drawer of his desk open before my statement was finished.

"That's impossible," he asserted, as his hand placed the last report on his desk. "On musical appliances, for instance, we made a gross profit of fifteen per cent., and our operating expenses are only ten per cent., so we made five per cent. there. On our sheet music we made a little less, I confess. The gross margin there is only fourteen per cent., but even there we made fully four per cent."

I laid my sheets down on his desk. There was a department for each sheet. First, there came the total sales of that department for the previous year by months, and then for the year before that; opposite were the expenses for the two years by departments, itemized into the various expense accounts.

Weak Link in Chain.

"Here is the proof," I said. "It is absolutely correct, as your accounting system will allow, and while your accounting system has not told you much, its original entries are doubtless correct. But I tell you here what the actual expense of each part of your store has been. When you come to think of it, you cannot expect it will cost exactly the same percentage of the selling price to sell a piano that it does to sell sheet music or a library table or a book. Coincidences don't come so uniformly. It may cost twice as much in percentage to sell one article as it does another. Just because, to get your selling price, you mark all your goods up twenty per cent. from the cost price, you can't be sure that it does not cost twenty-five per cent. to sell sheet music, and perhaps only five per cent. to sell chairs."

"But why is not your method as much a guess as ours?" Johnston asked. "How do I know that it cost $20 for rent, for instance, for our sheet music department, and $24 for heat and light, and $520 for clerk hire?"

"Because it actually did," I answered, and I proceeded to explain to him the basis of the figures before him "It's a very easy matter to determine the total clerk's wages for any department for a year. It is merely the process of picking out the people who sell a certain line of goods and totalling their wages. It is just as simple to find the rent, the heat, and light for a department; that is a process of dividing the total number of square feet in the store by the number devoted to this department, and charging the same proportion of the year's rent. The superintendence is a little more difficult, but that can also best be arrived at on the basis of space, as can also the general wear and tear of equipment. Administration and office expense are charged in proportion to the department's volume of sales."

And so I went through every expense account, showing exactly the basis on which the distribution was made. Buried in the interesting details which I had opened up to him, the general manager failed to see the forest because of the trees.

New Departments Didn't Pay.

"These figures are interesting and they will doubtless help the management of the business; but how do they show what has been the matter with out profits?"

"Right here," and I picked out five sheets from the pile. "You pushed two departments particularly hard this year, chiefly to overcome competition. You lost money on both these departments. You opened three new departments; one was very successful; the other two you lost money on. Now, why? You lost money on library tables and display counters because you were bucking against competition; you sold on too close a margin, did a great deal of advertising, and hired special salesmen.

Your sales expense, plus your general expense, more than consumed your gross profit.

"You lost on sheet music because not only is the margin comparatively small, but each sale is for but a small amount. Then the department takes up a good deal of room; it requires a great display space; you have a piano there on which pprchasers try the latest popular airs. And your gross profit is, therefore, more than eaten up by your general expense in this department. The same applies to books."

Johnston sat silent, his chin resting on his hand. He was waiting for more.

The Remedy to Apply.

"Now take the year's business; subtract from your total expenses the expenses of three or four departments. The resultant profit would be larger than the actual profit you made last year, while the percentage of profit would show an even greater increase!

"I have shown you the cause. It carries with it the remedy. How that remedy should be applied is for you to say. Some of these departments you can doubtless drop; others you must keep in order to hold certain business for other lines. In one or two of the departments you can make such changes that they will show the right margin of net profits."

The general manager rose abruptly and picked up the sheets. "There is more important work for me to do today," he said, "than sit at this desk. I am going home to my library to work this out."

"Mr. Norman," he said, his hand on my shoulder, "you have shown me the goal and the straight path. I have got to run to make it. The rest ought to be easy."

And it was.

Index and Card Stock System

Its Many Advantages to the Retail Dealer in Locating Stock and Taking An Inventory—How It Can Be Installed With Little Expense.

Every retail store should be indexed, very carefully and thoroughly. There are several reasons why this should be done. One is that it preserves that admirable condition expressed by "A place for everything, and everything in its place." It also helps to keep the stock up, preventing the "just out" condition. It also helps to keep tab on the rapidity with which any certain stock moves. It preserves a record of prices, frequently settling disputes and often saving money on buying. The hardest part of keeping a card index is the installing. Afterwards it is easy, requiring only care. But even the installation is not so hard if properly gone about, the time devoted to it being the slack hours.

The card index system is much preferable to the book index system, for several reasons. It is more convenient to install, for it is more elastic. It is more complete in its efficacy, as it permits of the filing of a great deal of data that could not be cared for by the book system. It is neater and easier to refer to. It is cheaper in the end, because it will outlast a book system, the latter having to be removed as soon as one department becomes cramped for room, or as soon as the pages are worn out. With the cards there is no limit to the size to which it may be stretched, if desired, and the wearing out of a card means only to replace it with a new one. Besides, with the book system, old entries are liable to be scratched off and, indeed, that is the only way to dispose of them, while with the card system cards for stock that is out of date and cards that are too full for further additions may be filed in "defunct" or transfer drawers, where they are easily accessible.

ARTICLE._____ WHERE STORED._____

IN STOCK	BOUGHT						INVENTORY			
	FIRM	DATE	QUAN'TY	PAID	SELLS AT	PROFIT	DATE	ON HAND	VALUE	REMARKS

Card Used in Keeping Record of Stock.

Details of Cards.

The cards should be four by six inches in size, filed in drawers. Different colors may be used for different departments or classes of stock. The cards should be ruled, both vertically and horizontally, both front and back. No card should be devoted to more than one article. One side of the card should carry, at the top and right-hand side, the name of the article. On the left-hand side should be placed, in the first column, under the title, the amount in stock on the date the card was filed, entering the date in the second column. Then, thereafter, whenever a new supply arrives put down the amount, date, name of firm from whom it was purchased, price discount allowed, price it is to sell for, and, whenever the selling price changes, date the change; condition it came in, whether good or bad. With some articles this last entry is not necessary. The reverse side of the card should carry at the top the name of the article and its location in the store and in the storeroom. The lower three-fourths may be used as a continuation of the front side.

It is not necessary to have a column for every entry to be made. The date of the change in selling price, for instance, may be noted in the same column with the price only in another color of ink. Same with the condition of arrival, when the condition is bad a cross may be placed just above the price or somewhere else where it is not liable to escape attention. It is easy to see the importance of this system as far as it is used to denote location of stock. Many a merchant has forgotten stock piled in remote corners and is ordering new. It saves time and money. The buying record it affords is highly valuable in buying, for from it you may get a line on the last prices you paid, whether the goods are moving rapidly or not, and, in fact, the complete information without which you can not buy to the best advantage for yourself.

Helps in Stocktaking.

The stock and index card system is also of great value in taking an inventory; often shortening that work by several days. And all this costs only

a little time in installing, and after that not so much time as you would waste for the lack of it if you didn't have it; and, from $10 up, according to the size of index needed. Never throw a card away. This is important, for you do not know when you will want to refer back to it. Cards should be filed in a transfer drawer as soon as they are filed, and the same should be done with cards of articles no longer in stock. In the case of filled cards the new or "live" card in the working case should bear a mark showing that a preceding card has been filed in the "defunct" drawer.

Never, not in a single instance, should the system be neglected once it is installed. A card should be made for everything in stock. Every purchase should be entered. No system is of value unless properly carried out. Do not trust to memory; put it on the card. Of course, in denoting the location of stock, the store will have to be divided into compartments and each given a designated number or letter. The best method in most cases is to give each show case a double letter, like AA, BB, CC, and so on. The shelf compartments may be lettered and the shelves numbered. Drawers may be treated in the same manner. Then, after this is done, it is easy to tell, when the card says a certain article is at "G3" that it is in compartment G, shelf 3, or, if it says that it is in "S. R. G. 8," that means that it is in the storeroom, in compartment G, shelf 8. The method is very simple.

With this method should be a record on each shelf, wherever such a record would be of assistance, giving a list of the articles belonging on the shelf. This may be placed out of the customer's sight.

THE ANNUAL INVENTORY.

Taking the annual inventory has often been a source of a great deal of annoyance, worry and long hours, mixed with a great deal of black, sticky, musty dirt. An inventory is a good cultivator of patience, unless, indeed, it causes a man to lose what stock of patience he may have had in the beginning to take down and figure up his stock. Inventories can be taken in several different ways, but the following method, described by a member of a western firm, is considered one of the easiest and best ways to take stock:

"We close our books on the first day of February of each year, consequently with the limited help we have at our disposal, it requires us to commence invoicing on the 15th of January. Right after the holidays we commence straightening up the stock, and prepare to count the broken packages on our shelves. We straighten up the goods, arrange same for invoicing, clean up the cellars, tin-shop and our wareroom where we carry our surplus goods, and we have everything clean, arranged and ready before we commence to take down stock.

A Practical System.

"On the fifteenth of January we commence at the front end of our builders' hardware and shelf-goods department, and we count the number of articles in each broken package and place a slip of paper on each article, stating the quantity, size and cost of same. After we have counted same we commence to take the stock down, which takes a very short time, as we have two men taking down and two men calling the stock at the same time; and if we had more men in our employ that were competent for this kind of work we would work as many crews of two men each as we could to get the stock down on paper just as quickly as possible. The sooner the better, for if the slips are left too long on the shelves you will find that some will get lost, which is undesirable, as it requires you to stop and recount the box, causing delay. And, again, if the slip is lost you might omit calling some article which would not appear on the invoice; but if you are careful, by having your stock arranged right on the shelf and the man calling has his eyes open for any lost tickets, I believe you will have very little trouble in this direction.

Quantities and Cost Marks.

"In regard to these slips, it is very important that you should put the quantity down by the dozen when the cost mark on the goods is by the dozen, and if the cost mark is by the piece put the quantity down as such and not by the dozen. The same thing applies to the man calling off the stock. We should be careful and call the articles by the dozen if so marked, or each as the case may be.

"It is very important that you get the stock down on your invoice in proper form. We try, so far as possible, to get the different classes of goods down on our invoice by themselves, and avoid scattering them, as we may wish to know what we have invested in certain classes of goods and it enables us to figure them by lists and discount to better advantage in getting the market prices. We use a loose-leaf order sheet similar to the order sheets used by the wholesalers, which have a net price column, a list column and a third column for extending the final price of each article. We number these sheets consecutively as we go along in taking down our invoice so that we can keep track of the number of pages.

"Our shelving is constructed in sections, there being twenty sections in all. We designate these sections as "Upper Section" or "Lower Section" on our invoice sheets. For instance, we start with "Upper Section No. 1," which takes in all the full or unbroken packages in section one, and when these goods are taken we take "Lower Section No. 1," which contains the broken packages, and we continue this method through the entire twenty sections. The advantage of having the goods in these sections is that we can refer to any article in our shelves from the invoice and a great many times we have occasion to consult our invoice in order to locate certain goods. It also familiarizes our clerks with the places for different classes of goods and they have no difficulty in putting new goods away on the shelves, after they have been received, marked and are ready to be put in their proper places.

Net Prices in Plain Figures.

"In taking down our invoices we put the net price of each article in the 'Net' column in plain figures, and if we know there has been any great change in price on these articles we will put the price down in our cost mark. This enables us to look the price up when we are extending the sheets, and if the price has changed we invoice the article at market price. We also mark this item with a blue pencil, and after we have figured the invoice we run through it and remark all the goods in our stock that have this blue pencil mark. This method keeps us in touch with changes in the market price of our goods, and as far as possible we try to get as near the market price as we can."

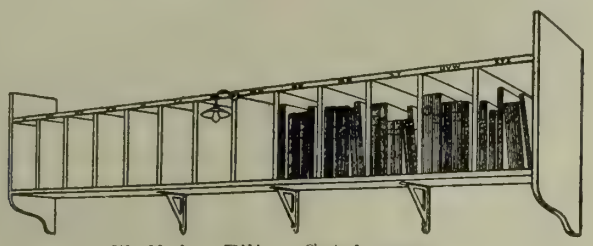
TAKE CARE OF CATALOGUES.

The catalogue is a text-book of the trade, writes W. R. Sandelbach in the Sporting Goods Dealer, and it is a matter of doubt as to the extent the average dealer uses and values his catalogues. The books issued from time to time by the manufacturers and jobbers should be well taken care of and studied by the trade as a collection of these books can be made to form a valuable library and asset worth dollars to any wide-awake dealer. Sales of goods, not kept in stock, can be made by a merchant conversant with the catalogues of the different lines, who knows where to put his hand on the right book at the right time.

When you receive a catalogue and price list make it a rule to study it carefully, make a note of the prices and put your book where it can be found when wanted. A great many dealers throw their catalogues, price-lists, etc., promiscuously in drawers or other out-

of-the-way places. They are not classified or indexed, but thrown into the pile just as they happen to come in. Catalogues kept in this manner are of very little use to the merchant. Stop and think for a moment of the amount of money put into the catalogue, and you will then hesitate to throw it aside. A very simple and inexpensive method of taking care of his catalogues is shown in the accompanying diagram and summary of the system, and it can be made and put up by any clerk.:

Take two pine boards about 1 in. x 10 in. x 16 ft.; put lower one forming a shelf on the wall, supported by three steel shelf brackets 8 in. x 10 in.; place



Shelf for Filing Catalogues.

the other board 14 in. above the first; this board will be held up by the partitions dividing each section. The partitions to be ¾-in. thick, sand paper till smooth, then oil, shellac and varnish. Each division to be neatly lettered. It is preferable to have one long shelf, but if crowded for room, it may be divided into two or more shelves to suit the space. Put all catalogues under the maker's name, the Dominion Cartridge Co. would go in apartment "D"; the Ross Rifle Co under "R," etc.

TRADE DISCOUNTS.

We very often see goods advertised at 25 per cent. and 30 per cent. off, and it is surprising to note the number of merchants who feel absolutely certain that they are getting cost out of their goods, when, after advancing say 25 per cent. on the cost, they make a sale and allow 25 per cent. discount from the selling price, whereas they are actually losing about 6½ per cent. on the transaction. It should be remembered that 33 1-3 per cent. on cost is 25 per cent. off selling price, and that 50 per cent. on cost is 33 1-3 per cent. off selling price.

It would be a good plan to study out these percentages, and when it is necessary, to reduce prices on certain lines, a percentage could be arrived at which would bring the selling prices slightly in advance of cost, rather than below it.

TWO METHODS OF FIGURING PROFITS.

It is a very difficult matter, unless a business has been running for a few years, to arrive at a fixed percentage to add to cost which will yield a fair profit after the goods are sold. Usually selling prices are based on percentage varying from 25 per cent., 30 per cent., 33 1-3 per cent., 40 per cent., 45 per cent. to 50 per cent. and up, according to the class of goods. We will compare two cases, which differ considerably as to running expenses, although the sales are the same, and it will be seen why it is necessary to get slightly higher prices, according to the district in which the business is located.

We assume, for the purpose of illustration, that the stock of goods on hand at commencement of operations and at the close amounts to the same.

Fig. 1.

Dr.		Per cent.
Purchases	$42,000	0.70
Salaries	7,500	12.5
Rent and taxes	1,500	2.5
Insurance, light, heat, etc.	900	1.5
Stationery and postage	250	.43
Interest and discount	600	1.00
Freight and express	350	.58
General expense	2,000	3.33
Advertising and catalogue	400	.66
Net Profit	4,500	7.5
	$60,000	100
Cr.		
Sales		$60,000

Fig. 2.

Dr.		Per cent.
Purchases	$42,000	0.70
Salaries	8,500	14.16
Rent and taxes	2,000	3,33
Insurance, light, heat, etc.	900	1.5
Stationery	300	.5
Interest and discount	750	1.25
Freight and express	700	1.16
General expense	2,500	4.17
Advertising	450	.75
Net Profit	1,900	3.18
	$60,000	100
Cr.		
Sales		$60,000

The above percentages are figured on the sales thus : The purchases, $42,000, are 70 per cent. of the sales.

It will be noticed that if the percentages (about 43 per cent.) added to the cost for selling price in Fig. 1 were also added as a basis in Fig. 2, the net profit, on account of the additional expenses, would be considerably reduced, and it would be necessary to advance a higher percentage to maintain a fair average profit (about 49 per cent.).

Owing to the increased expenses, naturally a higher price should be received for the goods, but notice that the difference in the total percentage added for profit is only about 6 per cent. increase.

An article costing $1 would sell in the first store for $1.45, and in the second for $1.55, an increase of 10 cents per article, yard, etc., as the case may be. An article costing, say, $10, would sell in the first store for $14,30, and in the second for $15.

It is only fair to the customer and consumer that a fair, systematic method be employed to arrive at a reasonable selling price, and the best method is to collect all the expense accounts at the end of the year and figure the percentage of each to the whole. If any particular account appears out of proportion it can then be analyzed and certain expenses cut down, or, if this is not possible, an additional percentage will have to be added to the cost price.

In figuring selling prices a number of merchants add a certain percentage for freight, for general expense, etc., and then the profit desired. This is a good plan, but you should figure on the results obtained, by actual experience, in the totals of these respective accounts, at the end of a period. Allowance is made, too, for bad debts, contingencies, etc., and this may be added in with the general expense.

ON REFUNDING MONEY.

In nine cases out of ten it will pay a merchant to refund money or exchange goods without argument, even if he feels sometimes that he is being imposed upon. The public at large is pretty fair-minded and there are very few people who will wilfully practise an imposition upon a merchant. When the merchant is in doubt as to whether he will yield a point to a customer, he should look at the matter in an entirely impersonal light. Consider just how much the customer's trade is worth in a year,-rather than the amount involved in the transaction in question. In most cases it will pay to yield. It usually makes a good customer. If goods are to be returned give the money back cheerfully and do not ask questions until the customer has the money in his hands.

Don't expose your ignorance by hoarding your knowledge. It is selfish. There is no success in it.

Modern Hardware Merchandising

Founding a Retail Business—Business Competitors Should Fraternize—Competition of Syndicate Stores—Shortages in Shipments Prevented—Aim of Trade Associations.

Founding a Retail Hardware Business

K. A. Cameron Gives Some Practical Suggestions for the Man Who Intends Establishing a Hardware Store.

Let us choose the Canadian Northwest as a field for selecting a desirable location for a hardware business that is to be capitalized at, say, $5,000. Naturally we look for a town along the line of the C.P.R., the C.N.R. or some other railroad. Many places at first glance appear very desirable, but on looking further, we find that they are without some important natural facility that precludes the probability of their becoming a centre of any account. One is far from any lake or river, another is located in a very rocky or hilly country, still another is booming at present, but the boom is artificial and it has no real resources of consequence. We must be careful, too, not to choose a town that is closely surrounded by others already well endowed in the way of hardware stores, for this is found to cut down our field of business and our capital is not large enough to allow of competing from the beginning with well established firms.

After carefully weighing its advantages and disadvantages we have at length chosen a town on an important branch of a railroad and between its main line and the main line of another road. It has a population of 2,000 and a fairly large river drains the surplus water from a fertile country in which farming is the logical industry. A good grist mill, a grain elevator, first-class hotel accommodation, well laid out streets and a growing business section give evidence of sound prosperity. We have made arrangements for the lease of a store, located near the centre of the town and it answers our requirements splendidly. It is a modest two-storey brick building a few feet from the street front to allow of outside display, and has a flush entrance with plenty of window space. Note that the upper floor will be useful for storing bulky goods, reserve stock or goods that are not seasonable.

We are now ready to place our first order and must be especially alert in doing so. Many business men carry for years goods that they have thoughtlessly ordered with their first shipment. These first dealings particularly, must be with a trusty house, in whom one has every confidence. Before starting with the order it is well to prepare as complete a list as possible showing the range of goods to be purchased and approximately the amount set aside for each class, otherwise our stock is apt to be "lop-sided," for example a fine assortment of cutlery but a poor showing in mechanics tools. The representative of the wholesale firm will be able to inform us as to the advisability of ordering certain lines for this locality also as to the sizes, etc., called for, in some goods on which we are not well posted. As most of our trade will be with farmers our stock must be suitable for their wants. Agricultural carpentering tools must be carefully selected and this item will call for an outlay of about $300, including such lines as saws of all kinds, files, hammers, axes, chisels, screwdrivers, wrenches, braces, squares, the many kinds of bits and augers, vises, etc. A better class of tools (smaller quantities) will be required for the regular carpenter trade and $250 can be wisely spent here. A small stock of machinists' supplies, say about $100, can be readily turned over (order a few staple sizes of reamers, taps, dies, pipe wrenches, etc.), blacksmiths' supplies, such as shoes, iron, nails, nippers and rasps to the extent of $150, should be in good demand.

Builders' general hardware will need a lot of care in sorting and in a growing country it will mean a steady source of profit. Buy plenty of common, serviceable locks, knobs, latches, locks sets, hinges, etc., together with a limited quantity of better grade goods. This corner of our store will take fully $200, and in the store house we have room for $300 worth of wire nails, principally in the best selling sizes, and $150 in building and roofing papers. A fair stock of rope will cost $75, while fencing wire, poultry netting and chain will mean $300.

In the basement, linseed oil, turpentine, machine oil, cylinder oil, bulk varnishes, etc., will require an outlay of about $150. Prepared paints, dry colors, and such goods call for about $200.

Harvest tools will be one of our strong lines, together with spades, shovels, picks, handles, etc., and a good assortment can be had for $200.

Miscellaneous hardware includes a great variety of goods that cannot be given in detail here, but the range includes: Harness hardware, cow ties, chains, padlocks, cabinet locks, brass goods, pulleys, pipe fittings, carriage and wagon trim, whips, salt, brushes and the thousand and one other incidentals, from needles to jack screws. It is hard to say just what amount should cover this line but it is not likely to be less than $350.

Cooking and heating stoves may be safely indulged in to the amount of $300 or so, but with a small capital this is a line in which a great deal of money

How to Divide Capital.

Assuming that a man has $5,000 to invest in a retail hardware store, Mr. Cameron, under the conditions outlined in the accompanying article, would apportion his investment as follows:

Tools for farm use	$300
Mechanics' tools	250
Machinists' supplies	100
Blacksmiths' supplies	150
Builders' hardware	200
Wire nails	300
Building and roofing papers	150
Rope and cordage	75
Chain, wire fencing, netting, etc.	300
Oils, etc., in bulk	150
Prepared paints, etc	200
Harvest tools, etc.	200
Miscellaneous hardware	350
Cooking and heating stoves	300
House furnishings	200
Cutlery, etc.	200
Sporting goods	100
Total	$3,525

Leaving a balance of about $1,500 for fixtures, current expenses and working capital to meet other incidental expenditures.

can be unnecessarily tied up, as sales are often made on credit. In buying do not overlook the class of fuel principally used in the district.

Tin and enamelled ware and other household furnishings yield a good profit and should be selected with a view to having a bright, up-to-date stock. Churns, washing machines, wringers etc., are also ready sellers. Do not begrudge a couple of hundred dollars here.

Cutlery is a most important line, but as it is more or less a luxury, it is advisable not to order too heavily at the start. Later on we will know what our trade needs in this respect and can increase our stock accordingly. For the opening order we will content ourselves with about $200, including pocket, table, kitchen, butchers' and furriers' knives, scissors, razors and carvers.

Sporting goods to suit the locality and season are almost always good sellers and a prominent place can be profitably given to this branch. For $100 or so a nice line may be started.

We have endeavored to get a complete stock of all hardware that will be in reasonable demand, but have also been careful not to work too close to the edge of our capital; the balance will be needed for such expenses as freight, wages and living expenses, and also for further purchases necessary before the business has progressed very far.

With our opening order now placed we can commence to get things in shape for business. Fixtures will have to be bought and placed; lighting, heating and insurance provided for and the general lay-out of the store arranged. When these details are completed we are ready for our car of goods—and then "GET BUSY."

Modern Ideas in Contrast to Old

The Hardware Dealers' Magazine Tells a Story of How a Young Merchant Located in a Town and by Friendly Acts Brought His Competitors Together Into a Local Association.

Phineas J. Stedman had received his business education under the auspices of a Philadelphia hardware firm, and in consequence had learned the most excellent adage that molasses catches more flies than vinegar ; that politeness, cordiality and good esteem toward one's competitors are better than back-biting and throwing brickbats through the front window, and that the best way to get along with one's fellow men is to treat them as fellow men. In other words, he had taken in, from his office boy youth, the milk of brotherly love for which the Quaker City is famous. It was only when he ran up against the cold world of the outside that he discovered how cold it really was. Hence this narration.

An Inspiration Arrives.

On his twenty-seventh birthday this young and well-disposed Mr. Stedman had an inspiration. "My boy," he said to himself, "you have six thousand dollars tucked away in the savings bank. Why not get out and hustle for yourself ?" He hastened home to break the astounding idea to his wife. All the answer he received was, "I've been wondering about that for the past two years."

"But you don't know what I mean !" he gasped. "It is to go in business for myself."

' Of course," was the placid answer.

"Not in Philadelphia," he continued, "but in some much smaller town. To move away from here, for good. What do you think of that ?"

"We would take the baby and the household goods," she answered. "So what does it matter ?" He sat down to think it over. Women are so unexpected, you know.

Start a New Store.

Mr. Stedman began to make inquiries and look around. It was a slow and vexing process. So much depended that he did not wish to make a mistake by rashness. He looked over at least forty established places ; was offered so many "bargains" that he became suspicious of them all. Finally, he came to one set resolution : "If I begin, it will be from the ground up. No second-hand junk shop for me. I'll start with a new store, a new stock, a new name, and, so far as goodwill is concerned, I believe I would rather create that than buy it."

He finally started. The town of Mesopotamia, Pa., had a large and growing population, was becoming a railroad centre, and offered a future. "Of those three stores," he said, "I am only afraid of one. The other two I can get away with." This was the Philadelphia modesty taking flight ; with the growth of his courage, self-confidence had been born. "The two are old fogies," he added, "but don't ever repeat that. It would hurt us from the start."

We will skip the purchase of an almost new building ; the removal, the fitting up, the buying of goods, the opening ; they come with every venture of that sort. His cash was judiciously invested ; his credit was good from the start ; his expectations were modest, and he was willing to work like a dray-horse. Then he began what his friends ' back home" declared was to be a successful career.

This chronicle has little to do with the business developments of Phineas J. Stedman, except in one respect. That was his relations with the other merchants of his line, the live man and the two "old fogies," of whom he was not afraid.

Mr. Stedman had not contemplated the new sign over his new door for more than two weeks when he began to wonder why the other hardwaremen of the town had not given him a formal call of welcome. This was the custom in the places with which he was best acquainted, especially since the organization of the Retail Hardware Associations. It might be war to the knife in a business way, but why should that prevent pleasant and courteous social relations ?

Makes Calls on Competitors.

He waited another week and then said to himself : "I will show them how it ought to be done ; that I harbor no ill-will because they have been here longer than I have." He put on his hat and made three calls.

His first call was to J. Robinson & Son, the oldest establishment in the place. J. Robinson had been dead some thirty-five years, and the son himself was an old man. When Stedman held out his hand and said, "I am Mr. Stedman, of the new little store down on Market street," the old man looked older than he was ; but he looked no more surprised and disgruntled than he felt, He managed to say, "I am glad to see you," but inwardly his comment was "I call this gall. I wonder what he is trying to work me for ?"

The call was brief at the store of T. Enos & Co. Mr. Enos proved himself a suave, diplomatic man, who could be as smooth as a poker chip and as cold as an ice cake. His greeting was most polite but frigid. He was glad to see Mr. Stedman. He hoped he would succeed. Yes, business was rather good. "You see," said Mr. Enos, "that we carry the best stock in town, and pride ourselves on the quality of our trade. It is a trade that one can hold by the right treatment, you see."

"That's true. I congratulate you," said Mr. Stedman, heartily.

"Doing anything yet ?" asked Mr. Enos, loftily.

"A little," said Mr. Stedman. "I ran up to Philadelphia a couple of days ago, and took a three-thousand order for the new railroad shops."

"Indeed !" said Mr. Enos, a little less lofty. "I looked the matter over, but

did not care to bid." The fact was that he had no idea that such an amount of business would be doing for the shops for six months at least. He looked at Mr. Stedman. He seemed to have grown taller in the last two minutes.

The Smith Hardware Co., in the person of Thomas T. Smith, was cordial, encouraging and genial. The junior of the firm, Mr. Savage, was reserved. Mr. Savage plainly remarked that he did not believe Mesopotamia needed another store, and that Mr. Stedman would have done better if he had stuck to Philadelphia.

"A number of my best friends feel in the same way," Stedman responded, diplomatically.

Uses the Currycomb.

The young merchant went home and sat down to consider it. "Snubbed all around," he said. "Sat down on by the whole crowd except Smith. But I've met all their sort a dozen times before. That's what one learns by five years on the road—to go into the stalls of just such biters and kickers and curry them down until they will stand without being hitched." In less than a week he had a chance to make good use of his currycomb.

A man from Scranton came over to Mesopotamia, under contract to erect a large block for store purposes, with an opera house above, on the principal thoroughfare of the town. Smith, Enos and Robinson pricked up their ears when they heard of it ; they were so ready to welcome this new man with a large buying capacity, that he could have had anything in their stores, on any decent terms he would offer. All except Stedman. He knew all about this man from Scranton ; how he moved from place to place, sticking somebody in every one of them ; how he was execution-proof, and how a number of confiding merchants were still whistling for their money.

He sat down and wrote three letters one to J. Robinson & Son, one to the store of T. Enos & Co. and one to the Smith Hardware Co. All were identical :

"Dear Sirs,—I feel it but proper and neighborly on my part to put you on your guard against John Blank, who has the contract for the opera house block, and, in doing so, I am only doing as I am sure you would do by me. He is utterly untrustworthy, and all dealings with him should be for cash." He then proceeded to record the career of the man for the past half-dozen years.

When Mr. Robinson read his note, he looked at it with amazed surprise. "I wonder," he said to himself, "what this cheeky cuss is trying to work me for." He did not answer the letter, but set some inquiries on foot, and the result was that John Blank got no credit at that store.

Mr. Enos acknowledged the letter with a formal two lines. Mr. Smith went further ; he called on Stedman and thanked him in person.

The result was that Blank bought a few goods in Mesopotamia and paid for them. He purchased the rest in Philadelphia and the accounts are still on the books. And Stedman arose in the opinion of his competitors.

Three months later he added another service of a similar nature. He knew a way to force immediate payment from a doubtful party. He let the others in, and when the man failed, six months later, no hardware store figured in the list of losses.

Opposition Makes Advances.

Some days later the head of the Smith Hardware Co. called on Mr. Stedman.

"You seem to be a decent sort of a fellow, my boy," he said, "and I don't think we have treated you right. You did us all a good turn the other day. Have the other fellows acknowledged it ?"

"Just a line from Mr. Robinson and a word on the telephone from Mr. Enos."

"Well, you see, I have brought my thanks in person. The trouble with Robinson is that he is so narrow-minded and suspicious, that he is always afraid some one is going to do him up. If you look into his store window as ypu go by he suspects you are trying to steal a grindstone. Enos is so stuck on himself and his store that he can't see any one else, or imagine that any one else is doing business. But they are good fellows at heart ; sound, honest and staunch to their friends. I wish we could all get a little better acquainted."

"I have often thought," said Mr. Stedman, "that I would like to know you all better. I wonder if we couldn't manage a mutual blow-out of some sort ? I would like to give you all a dinner, but it would look like cheek coming from me."

"That's so," said Smith. "They would think you were rushing things too fast for a newcomer."

Then, after a moment's thought, he enunciated a sudden resolve : "But, what's to hinder my doing it, and by gosh ! I will !"

Mr. Robinson and Mr. Enos were surprised a little later at receiving an invitation to dinner, as the guests of Mr. Smith at the Mesopotamia Hotel. Mr. Enos wondered what it might mean, but accepted. Mr. Robinson asked himself : "Is old Smith up to any new games at someone else's cost at this late day ?" But, curiosity, respect for a neighbor, and a rather dormant love for good-feeding, caused him also to accept.

"It's all right," said Smith to Stedman, over the telephone. "Be on hand Thursday night, and you'll find that we are not so bad a lot of polar bears as we have been made out to be."

There were no drinks at that table, except cold water, coffee and Jericho cider. The last-named looks like champagne, bubbles like champagne, smells like champagne, and, to the crude taste of a man who has not dallied much with champagne, tastes like it ; with possibly the same effects.

Fraternal Feeling Developed.

Whatever the cause, the three hardwaremen, who had for years done business in the same town, and who had known each other as rivals, but never before put their feet under the same table ; the three men who had been suspicious of every move made by the others, thawed out under the influence of the food, the coffee, the cider, and the diplomatic and cordial manner of the young man from Philadelphia. They discussed business, told stories, joked each other's business methods, and above all, made discoveries—discoveries as to good qualities and the possibility of cordial relations never before suspected. The foundations for much mutual helpfulness were laid there and then. The climax came when the once-crabbed old Robinson arose and proposed a toast:

"Here's to the young man from Philadelphia ! I will frankly say, gentlemen, that I did not welcome him. We did not want him, and I don't know as we needed him. We got along for quite a number of years without him. But here he is, and he looks like that sort of a fellow who has made up his mind to stay. Well, as we must put up with him, let's treat him white, and get out of him all the good we can. He has done me favors, and when he did them I wondered what he was after. He has to-night told us what he is after, and I take him at his word. He wants to help us so that we will help him. He wants to aid us in building up this town ; it needs building up badly enough, in several directions. He wants to show us that business rivals can be friends. Says they do that in other places. I for one am willing to try it. How about you fellows ?"

"We're with you," came an answering shout, at which the landlord showed an anxious face at the door, and looked at the clock.

COMPETITION OF 15-CENT STORES.

The establishment of 5, 10 and 15-cent stores in dozens of towns and cities throughout Canada is a form of competition being felt by many hardwaremen. In many cases the goods sold are second quality, but the public does not

understand this and when they are asked for higher prices for similar articles at the hardware store they feel that they are being imposed upon. The "syndicate" store gets a reputation for cheapness and the housewife gets into the habit of looking to it for small housefurnishings.

To combat this competition many hardwaremen have been led to establish similar stores or departments of their own. A better plan is to start a "Dollar Limit Department." The profit on the 5 and 10-cent goods is usually small and considering that the store or department must be in a valuable location the rental value of which is very high, the confining of the department to the low-priced lines is a serious handicap. The "Dollar Limit" plan enables the merchant to sell articles for five and ten cents at cost, plus about 20 per cent., so that he can break even on such goods. He may even sell some such articles for four and nine cents, or below cost, in order to stimulate trade, and make up his losses on that end of his goods at 39, 49, 69, 89 and 99 cents. Buyers can get any quantity of goods that look high-class, appeal to bargain hunters, and create an immense demand, and yet will stand figures which represent a good profit. The hardware store can put more value into a "Dollar Limit Department" than the 5 and 10-cent stores can, and people will place more confidence in its goods.

The 5 and 10-cent store is only possible when there are no incidental expenses in addition to the selling, such as advertising, deliveries and all that. The average store cannot afford to carry five and ten-cent goods, because they have to deliver such goods, and advertise them. Suppose that every customer bought a ten-cent article. A hundred articles would bring in ten dollars, and to make as many sales as this, several clerks would be necessary. These same six clerks could sell more expensive goods with the same amount of effort, and earn greater profits, so that there is no inducement for a store to carry the cheap lines exclusively.

Checking the Packing of Goods Shipped

The Van Camp Hardware & Iron Company, Indianapolis, employ an original method for checking the contents of packages of cutlery, revolvers and other goods that run into money, to prevent loss or theft and facilitate the adjustment of claims for shortage. The lines referred to are well-known as being especially liable to trouble of this kind. In accordance with the company's system all packages containing

IMPORTANT
EXAMINE SEALS and WEIGH PACKAGES
Your Wrapped Goods from SPORTING GOODS DEPT., are contained in_____ Packages. The TOTAL weight is_____ lbs.____ oz.
These Goods have been DOUBLE CHECKED and Weighed twice.
VAN CAMP H'DW'E & IRON CO.

Fig. 1—Paster Used on Packages.

such goods are double checked and weighed twice, being then marked with the paster shown in Fig. 1. On this are blanks in which to enter the number of packages from the given department which the shipment contains, together with the weight in pounds and ounces. No attempt is made to keep track of what portion of the department goods are wrapped in the different packages. If all items may be wrapped in one package that is done; otherwise items are separated to make bundles of convenient size.

Finally packages are effectually sealed as indicated in Fig. 2, the seals themselves being narrow paper slips about 7 inches long and 1-inch wide. Obviously, the seals afford conclusive evidence as to whether or not a package has been tampered with, while in the majority of cases any argument with a clerk at one end or the customer at the other as to what goods a package contained may be settled almost conclusively by an appeal to the scales.



Fig. 2.—Sealed Package.

The Workings of the System.

On a certain occasion a customer of the company reported a shortage of one dozen triple plated tea spoons and one dozen triple plated table spoons. His original order was at once taken from the files and duplicated from the cutlery department. It was then placed on the scales and the weight proved to be over the recorded weight of the package sent him, exactly the weight of the two dozen spoons. The company, therefore, felt perfectly satisfied to allow the claim without further question.

The system came to be installed as a result of an incident of this kind. Some time ago a customer wrote in that his invoice calling for three revolvers checked one empty revolver box. Naturally the clerk who filled the order was satisfied in his own mind that the boxes were full when they left the sporting goods department. He said he would certainly have noticed the difference in weight between an empty box and one containing the arms. Although this sounded reasonable, it was not positive, and the company at once figured out that if it knew the weight of the package when it left the sporting goods department it could be positive whether the revolvers really went in the box. From this starting point the system was worked up as it is in use to-day.

Aside from the value of the system in adjusting such matters as have been instanced, it also has an excellent moral effect, both on clerks and customers. Certainly it would tend to deter a dishonest customer from making an unjust claim if he realized that the company knew the exact weight of the goods when shipping them.

TREAT TRAVELERS DECENTLY.

The buyer who barricades himself behind innumerable doors and makes himself as inaccessible as possible to the end that he may not waste his time upon the unworthy drummer does so at the expense of his own firm. Actual indifference to the traveling salesman has long since been demonstrated to be a losing game. It may contribute to the buyer's sense of personal greatness, but as a rule this exists only in his imagination.

Your competitor who gives the drummer the attention he deserves puts himself in touch with the large affairs of the outside world calculated to affect his own business, and is only too glad to see you play the clam.

MARKING THE GOODS.

Many prospective sales have been lost through goods not being plainly priced. A great number of persons are adverse to inquiring prices unless they really intend purchasing on the spot. Something in the shop will attract their attention, but rather than ask they will go away wondering what the cost is. If two windows were filled with similar goods, those in one window being plainly ticketed and in the other not, there is no doubt which window would command the most business.

Aim of Trade Associations

M L. Corey, Secretary of the National Retail Hardware Association Outlines the Part Which Organizations of Retail Dealers Play in Modern Business.

Progress and change are the order of the day, but how many business men have sought to discover and influence the motive power that governs their tendency and direction? Retail merchants long pursued a policy of drifting with the tide, cherishing a hope that the people who manage things would not do anything that would embarrass or endanger their mercantile interests. What was the result? For years our business has been located on shifting sands and we are continually engaged in a strenuous endeavor to adjust ourselves to new conditions. We would watch our competitor across the street with a vigilant eye and if, perchance, we could cripple or kill him we were self satisfied. We sank deeper and deeper into the narrow confines of our little business shell, unheeding the combination of forces and influences that were taking advantage of our individual weaknesses. We might rebel, but a protest here and there made no impression.

It was a knowledge of the facts—the trend of events in our business world—that moved thirteen hardwaremen to hold a conference and talk matters over, and from this first meeting in Ohio sprung our Retail Hardware Associations. About the year 1900 other states began to waken up in earnest and while new states were organized all the old associations grew until to-day several have nearly as many members as all combined in 1900. It was only natural that a central or national body should result, as it was early recognized that the evils that threatened were general enemies. Our association has always chosen conservative, level-headed leaders and this has made possible our present development. This progress has brought its responsibilities; all our experiences and business judgment is needed in deciding our future course and policies. Habits creep steadily upon individuals until they awaken to find their power and manhood shattered. So it is with society, with business, with the nation. The merchants in 10,000 towns and cities are fighting a monster system that can only exist through unfair price privileges and trade demoralization. Society stands aghast at the evidence of disreputable stock manipulations and political and official dishonesties, yet this condition has grown slowly and gradually upon us. We all know that in the early days of any movement, evil or injurious tendencies are most easily influenced or overcome.

Indifference Spells Ruin.

The best time to change or defeat proposed legislation is while it is yet in the committee's hands; catalogue houses could never have become such dangerous enemies had we organized and unitedly opposed them ten years ago. Is it not wise, is it not our duty to look forward, to analyze the trend of policies and methods before they become established and reach such magnitude that we are bound and helpless and can only accept the condition and the injury? We might just as well admit that our association's effort is directed toward self protection or selfish advantage. This does not mean that other interests are always antagonistic, but that our first concern is to look out for ourselves. We may as well regard with suspicion any expression that differs from this view. The manufacturers and jobbers have their problems to solve which they settle between themselves, but these arrangements often name conditions, prices and terms for us which we are expected to accept without voice or investigation. The jobber is willing to have his profits protected by any system of rebates and restrictions that compels a uniform selling price to the retail trade; if under this system the manufacturer is allowed to sell the catalogue house at less than we can buy of the jobber then we are not receiving fair treatment or consideration,

The running expenses of retail stores have increased materially within the last few years. There are many jobbers and traveling men whose expenses and profit must be added to the goods we buy. There is an over canvass of the retail field which is continually building up and encouraging new competition. Manufacturers have cut off some of the buying advantages our larger retailers enjoyed; catalogue houses are still extended special privileges to a limited extent. We believe there is a small increase in the number of goods being sold "direct to the consumer" by manufacturers. That there is a combined effort being made to convert the consumer into mail order buyers. That this includes the undermining of the retailer's position and influence. That injurious legislation must be more carefully watched and intelligently opposed.

MAIL ORDER COMPETITION.

"I wonder how many retailers read mail order catalogues when buying their goods," said President S. R. Miles, of the National United States Retail Hardware Association, when addressing the convention of the New York State Retail Hardware Association last month. Only a few hands went up in response to his query, so he proceeded to point out reasons why every hardwareman should be conversant with the mail order catalogues, and in cases where it is necessary to buy the same line of goods as catalogued by the mail order house, to insist that the salesman sell at a low enough price to allow the country or town merchant to sell at a profit at the same figure quoted by the catalogue house. Such action, when backed up with a definite refusal to buy under other conditions would soon force jobbers and manufacturers playing two ends of the string to discontinue selling to either mail order houses or retail dealers.

It is perfectly proper for retailers to oppose in every legitimate manner the encroachments of the mail order concerns, whose every thought is profit—with no concern for the welfare of the country or any of its institutions. If the mail order magnates had their way there would be c.o.d. parcels post and a rural mail delivery, every postmaster being an agent and every mail carrier a delivery boy for the big city stores. This system of merchandizing may be the cheapest for farmers from a buyer's standpoint, but farmers must sell and they must live and have some joy in living. Can they sell best to the mail order house or to the people in the nearby towns? And can they live a joyful life surrounded by deserted villages. With the country merchants forced out of business, will there be schools and churches, entertainments and holiday celebrations for the farmers to attend? And will there be any country newspaper with no merchants to advertise? If the deserted village appears, will it not be followed by the deserted farm?

Not a Natural Growth.

If it can be shown that it is necessary for country buyers to do business through catalogues it will be futile to oppose the development of the mail order business, but it seems clear that the catalogue house is an abnormal, rather than a normal growth. They came into existence following the panic of 1893, taking advantage of the overstocked warehouses, buying up the goods at sacrifice prices and gaining a foothold with bargain hunting buyers. The mail order method is not a natural plan for the distribution of merchandise, as the buyer pays his money without seeing the goods and the door is open for fraud. The mail order system secured its tremendous volume during the past fifteen years because of the antiquated business methods of many retailers. There has been a reason for its

development and if that reason is removed the mail order trade must decrease in volume, rather than continue to increase.

The organization of retail associations during the past few years is providing the means for the removal of the reason for existence of the catalogue house. The retail associations are educating their members to more intelligent methods of doing business, helping them to successfully combat mail order advertising and undersell the mail order houses, while also preventing the securing of special legislation injurious to the retailer. If the retail organizations avoid attempting to establish long lists of prices (which cannot be maintained if unfair) and continues to encourage a better feeling between competitors there is no reason why an intelligent effort cannot be made to retain the hardware trade in its legitimate channel, and the hardwareman in doing this is performing a service to the general public in his district as well as to himself.

The trade press is another strong factor to be reckoned with in combatting mail order competition. Independent of the lavish advertising expenditures of the catalogue houses the trade newspaper can co-operate with the retail associations in preventing the destruction of the small towns and villages in order to build up the fortunes of the mail order magnates in the big cities. The country editor, too, can be called upon to do his part—and he will willingly do it if the necessity of his action is impressed upon him by the progressive-minded business men who are helping him to build up the home town.

"A DESERTED VILLAGE."

The "Iron Age," 14-16 Park Place, New York, has issued in small pamphlet and leaflet forms reproductions of the accompanying article, entitled, "A Deserted Village." Retailers who wish to secure a few hundred for distribution to the names on their mailing list can do so at the nominal price (duty extra) of 15c per 100 for the leaflets, and 40c per 100 for the pamphlet. Or if any retailers desire to have the article reproduced in their local papers an electrotype can be secured for $1.25 from the secretary of the Ontario Retail Hardware Association, 10 Front street east, Toronto. The local editor will gladly give space free if the engraving is supplied him, while the cut can be used afterwards on other printed matter.

Loyalty is one of the greatest assets a man can possess. The merchant looks with a kindly eye toward the future for the chap who works for the store's success.



Tom Plowman lived on a section farm
Not far from a prosperous village;
He worked late and early and calloused his palm,
But thrived by industrious tillage.



He saved up some money and stood very well,
His luck would have lasted for all we can tell
If he never had heard of Chicago.



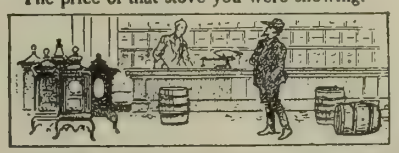
One day a big catalogue came through the mail
That told of a wonderful heater;
The figures were tempting, Tom swallowed the tale.
Says he, "Mr. Merchant's a cheater.



His profit must be near a hundred per cent.,
I'll just call his bluff and unless he'll relent
I'll order a stove from Chicago."



So he drove to the village and entered the store
With an air that was lofty and knowing.
Says he, "Mr. Merchant, please tell me once more
The price of that stove you were showing."



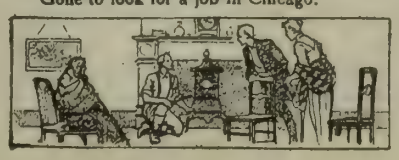
"Thirty-five, cash or credit, the best one in town."
Tom turned on his heel and went out with a frown,
And sent off a check to Chicago.



He bragged to his neighbors and they in a trice
Sent away for whatever they needed;
They often were stuck, but they got a low price,
Which, of course, was the one thing they heeded.



The merchant soon failed and sold out his store,
And this was the notice he left on his door:
"Gone to look for a job in Chicago."



Tom's mail order stove didn't work very long,
But no one in town could repair it;
At last he was forced to admit he was wrong,
His neighbors weren't slow to declare it.



With no stores there was no one to buy or to sell,
The drummers stopped coming, they closed the hotel,
'Twas surprising how quickly the town went to—well
A very long way from Chicago.



The lawyer, the doctor, the editor, too,
They all got cold feet very quickly;
The parson soon noticed the way the wind blew,
He left, for his children were sickly.



At last Tom decided to sell his old farm,
But no one, he found with the greatest alarm.
Would buy one so far from Chicago
When blank desolation stared Tom in the face



His courage grew weaker and weaker,
Till he made up his mind to get out of the place
And go on a jaunt as home seeker.
So he put on his overcoat, packed up his grip,
Says he, "I'll be giving my neighbors the slip,
For I must be off to Chicago."



When he got to the station to Tom's great surprise
He found it deserted and dusty,
Inhabited only by spiders and flies,
And the siding was crooked and rusty.



The trains flew by whizzing, Tom waited in vain,—
Says he "Neither merchant nor doctor nor train
Will stop any place but Chicago."



Heating a Hardware Store

W. B. Mackay Describes a Steam Heating System in a Western Ontario Hardware Store and Argues That it Was the Best for the Purpose.

The plans accompanying this article are of a western Ontario hardware store, the middle one of a block of three situated on the north side of the street facing to the south, with a lane to the rear leaving the north side exposed.

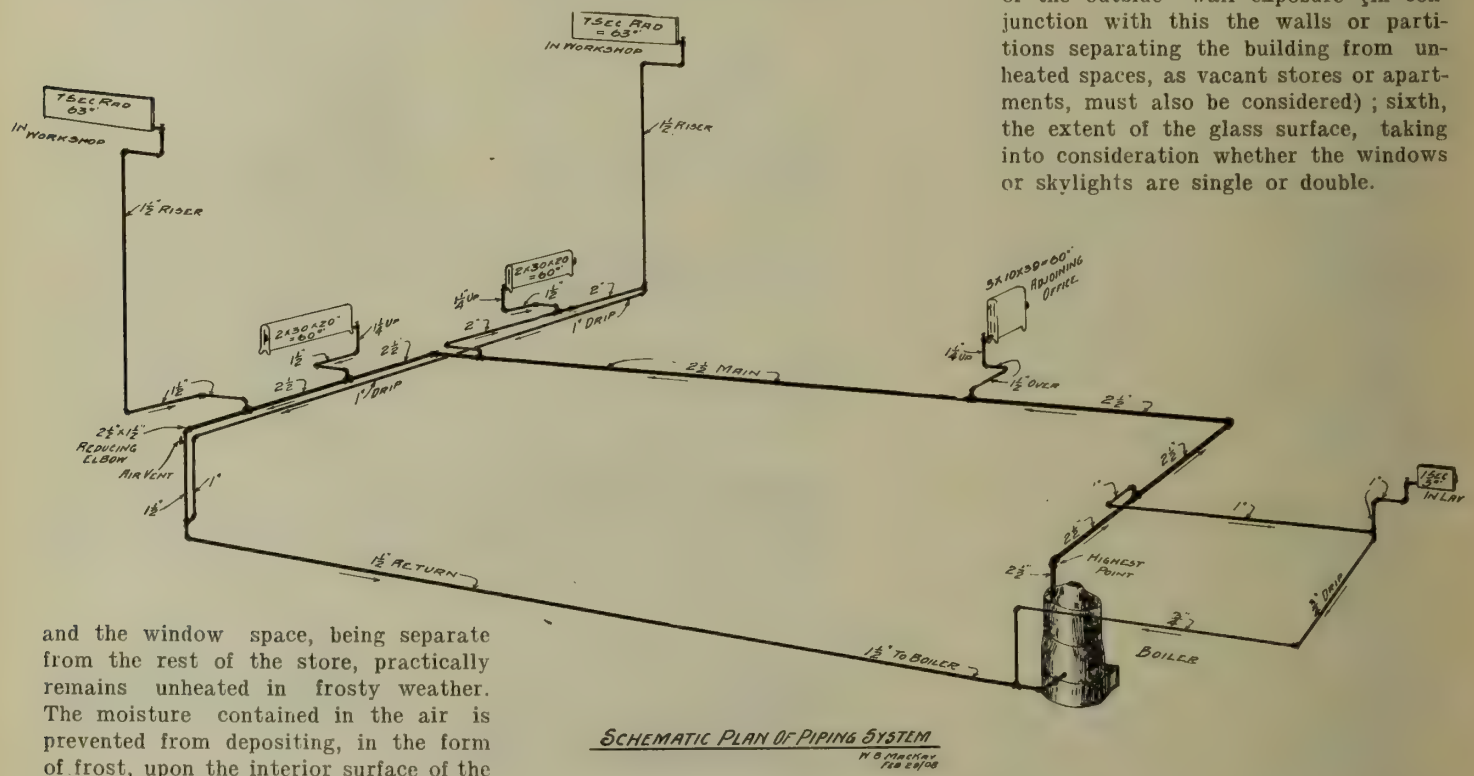
The building is of brick construction, two storeys high, with a flat roof, and has a good basement under the main store. A study of the plans will show the layout of each floor. Some features about the building, while not connected directly with the question of the heating, will prove of interest to all.

The display windows are entirely closed off by tight-fitting sliding glass doors and the window space, being separate from the rest of the store, practically remains unheated in frosty weather. The moisture contained in the air is prevented from depositing, in the form of frost, upon the interior surface of the exposed glass, the temperatures on either side of the exposed glass not varying enough to cause the deposition.

The hoist shown on the plan is another accessory of great value, as heavy hardware can be effectually handled from the basement to the storage room above on the first floor. A coal oil tank is built of concrete in a pit alongside the excavation necessary for the hoist and is entirely below the level of the ground floor line out of the way. The barrels of oil are received and immediately emptied into this tank, thereby preventing any leakage or evaporation, This arrangement gets rid of the barrels which usually take up valuable floor space. This tank is equipped with a self-measuring pumping apparatus to raise the oil when required.

The Heating System.

From the general arrangement of this store, either steam or hot water are the best methods of heating applicable to this particular case, and in this instance steam was chosen by the owner, as the building is used entirely for mercantile purposes and no goods are carried in stock that would be endangered from damage by freezing during any short interval of non-heating.



Schematic Plan Of Piping System
W. B. Mackay Feb 28/08

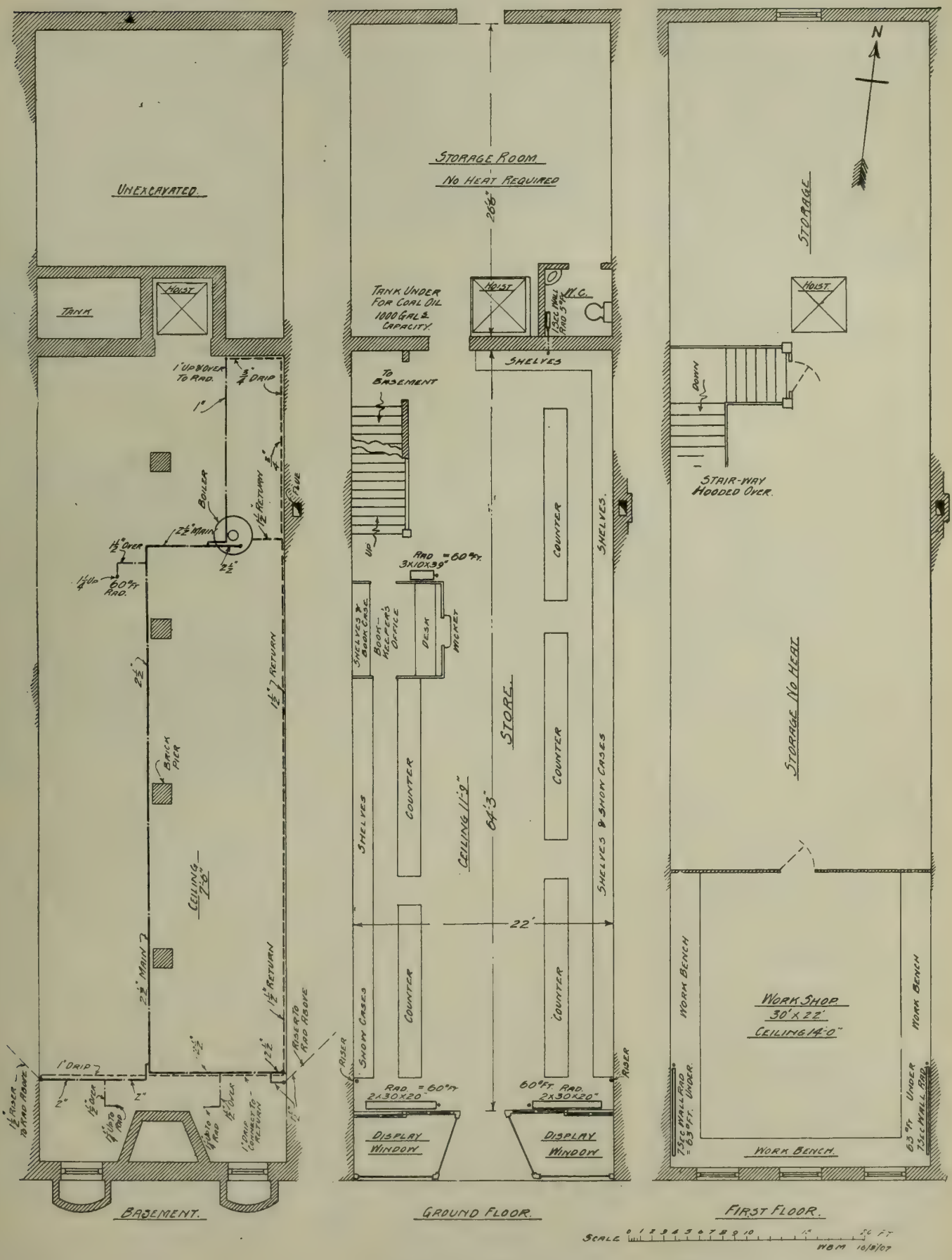
This building is 95 feet long by 22 feet wide by 11 feet 9-inch ceiling on the ground floor and 14-foot ceiling on the first floor. To heat this store a boiler having a 25-inch grate and a gross ratio capacity of 500 square feet was chosen, together with 300 square feet of direct radiation, divided into six radiators of the various heights and styles as located on the plans, the idea being that the store proper and the workshop over the front of the store, are to be heated to 65 degrees when the thermometer stands at 10 degrees below zero, the other portions of this store requiring no heat.

In determining the amount of radiation required, to heat a room or apartment, under certain conditions, which are set for us, the following must have proper consideration: First, the construction of the building, whether good, bad, or indifferent; second, the temperature required when the weather conditions are such that artificial heating is necessary; third, the exposure of the building, whether it is well protected or fully exposed; fourth, the cubic contents of the building, as also the number of times the air is changed according to the use for which the building is intended; fifth, the extent and nature of the outside wall exposure (in conjunction with this the walls or partitions separating the building from unheated spaces, as vacant stores or apartments, must also be considered); sixth, the extent of the glass surface, taking into consideration whether the windows or skylights are single or double.

Frequently these factors do not receive proper consideration and the heating plant is not as successful as it otherwise would be.

Determining the Radiation.

In the store proper the entire front is practically all glass, measuring 22x 11 feet, amounting to 242 square feet of glass surface. The only exposed wall surface of this store being the wall between the store and the storage room at the rear, and this being a protected wall, the exposure was taken at 50 per cent. of the full area of that end. The



Heating a Hardware Store.

side walls are party walls and were taken as warm walls. The amount of radiation required to maintain the cubic contents of the store alone at a proper temperature was also a consideration.

The avoidance of any complicated algebraical formulea will simplify the discussion, and when the use of such formulae is involved the result of the calculation only need be used. So in totalling the glass surface, the exposed wall surface and the cubic contents, and applying the proper factors to be used in conjunction with them the result amounted to 160 square feet of radiation for 65 degrees at 10 degrees below zero.

Nothing was added for the direction of the front exposure, the store facing south and that being the direction for which all formulae are figured. The storage room overhead, being unheated, has a cooling effect on the store, and to offset this 10 per cent. was added, making the amount of radiation necessary about 180 square feet.

The 160 square feet of radiation would heat this store to 65 degrees at zero outside, and taking into consideration the small exposure and the location and assuming the building to be of the best construction, this last statement could be set down as the minimum amount of radiation required to heat a store of this kind at zero temperature outside. Resolving this into terms of the cubic contents, it assumes one square foot for every 100 cubic feet of contents. The ratio used in the case of the store, including the addition for the cold room above, amounts to one square foot for every 90 cubic feet of contents.

As the minimum has been set, let us consider this store under different conditions, where the exposure is greater, in order to find the maximum amount required per unit of cubic contents. For instance, take this store as one on the northwest corner fronting to the south, with the longest wall exposure to the east, having two ordinary windows of plate glass in the exposed side. According to calculations it would then require 230 square feet of radiation for 65 degrees at zero, including the additional amount necessary to offset the loss occasioned by the cold room above. This last statement assumes one square foot for every 72 of cubic contents. Suppose the store to be located on the opposite side of the street, so facing north and west, an additional 10 per cent. would be required, making about one square foor for every 66 cubic feet of contents.

One square foot to 60 of cubic contents is, therefore, deemed sufficient for severe cases, and could be set down as the other extreme, making the requirements of stores vary from one square foot for 100 cubic feet to one square foot for every 60 cubic feet of contents for zero outside temperature. Likewise in the workroom over the store, if heated in the same manner, requires, according to glass surface, wall surface, cubic contents and roof surface, which in this case was figured as wall surface, about 115 square feet of radiation, or one square foot to 80 cubic feet of contents. The foregoing schedule will do equally as well for workrooms similar to this, as many phases of this very type of room would resemble very closely the considerations given the store.

Radiators to Use.

A word might be said as regards the selection of the kind of radiators to use and their proper location. The radiation required for the store was divided into three radiators of 60 square feet each. The exposure lies all to the front of the store, so it is proper to place a convenient amount of radiation to cope with these cooling surfaces. As shown on the plans the type chosen in this particular case were low and narrow to permit access to the display windows and at the same time not interfere with the space required around the end of the counter. Two 20-inch, two-bar radiators, having 60 square feet in each, were placed as indicated, the remaining 60 square feet being placed alongside the bookkeeper's office, a standard (39 inches high) radiator of the three-bar type being used. By this arrangement two-thirds of the entire radiation is placed in the most effective place at the front of the store, the remaining third being located as shown on the plan, equalizes the heating of the store and prevents drafts.

Two points of interest are brought out by the choice of the radiators for the workroom and the placing of the same. Wall radiators are conceded to be the most efficient type of all radiators, but as they take up considerable wall space they are only adaptable in certain cases. It is fair to say that 15 per cent. less surface may be used over the ordinary type of radiators. In placing the radiators in the workroom it was necessary that the piping be simplified as much as possible. To this end the radiators were placed on the walls underneath the benches, which served the purpose admirably. The second point is here brought out in the fact that radiators recessed or placed under benches, where the circulation of air is not as free as when directly exposed, requires additional radiation to be added to offset this effect. In this case the type of radiator used, together with a slight increase of surface, effectually overcomes the decreased efficiency of the radiators. Two wall radiators, containing a total of 126 square feet, were placed as shown on the plans.

Air Vents and Boiler

As the ratios given herein are for zero temperatures, and lower temperatures are to be met, add for 10 degrees below zero about 12 per cent.; for 20 degrees below zero about 25 per cent. more radiation than would be estimated by the foregoing.

In a steam heating plant all radiators and the ends of mains should be provided with reliable automatic air vents, properly set and adjusted to relieve the air from the system. The boiler should be selected of ample capacity to take care of the radiators, all mains and branches, any of which are uncovered, providing radiating surface, as well as the radiators themselves. The system of piping is fully shown in the accompanying plans. All piping should be properly graded and have a continuous pitch of not less than one inch in ten feet from the highest point near the boiler.

By the method of heating used an even distribution of heat was had in all parts of the store, thereby preventing all uncomfortable draughts, while no dust, dirt or coal gas was carried through the heating system into the store. Although in its first cost the system may have been expensive, it was found that economy, cost of maintenance, durability and labor saving more than offset this higher first cost. And as the hardware merchant also conducts a heating and plumbing department, it afforded an excellent opportunity for the owner to demonstrate the workings of such a heating system to prospective customers and exhibit in actual operation the various goods used in conjunction with steam and hot water heating.

STOVE SUGGESTIONS.

Style is a point that counts more on base burners than on any other stove.

Keep the oven rack in the bottom of the oven ; if left in position it gives the oven a small appearance.

Your customers come in and say they want a stove with plain trimmings, but they generally purchase one having as much nickel ornaments as they can afford.

If some red transparent paper is fitted into a stove under the mica doors it makes a good evening display by setting an electric light bulb or a lamp inside the stove.

Often a very insignificant matter will affect the sale of a stove at the very last minute. Do not overlook such minor details as the ash pan, knobs, foot rails, teapot stands, etc.

Keep your sample stoves well blacked, nickel well polished, have no odds and ends littered over them and keep your poker, scraper guarantee, and mounter's card in the ash pan, (not in the oven.).

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is also Invited on Any Matter Pertaining to the Tin Shop.

PATTERNS FOR ELBOWS.

To describe a pattern for an elbow elliptical to round and the elliptical to one side, let "ABCDEF" be the side elevation of the elbow, "H" the section on the line, "F" and ' A," and "JKLMN O" the section on the line "DC." To complete the plan it will be necessary to obtain the section on the miter line "EB" in elevation, for which proceed as follows :

Divide the profile "H" into equal spaces, as shown by the small figures 1 to 7. From the small figures in the profile "H" draw lines parallel to "A B" and intersect the miter line "EB" at points 1 to 7. Place the profile "V" which is similar to the profile "H" in its proper position, turning the circle one-quarter around, as shown by the small figures. Then at right angles to "AB" and from the intersections on the miter line "BE" drop lines intersecting those of the similar numbers drawn from the intersections in the profile "V" parallel to "PR." A line traced through points of intersection, as shown by "ROTS," will be the horizontal section on the line "BE" in elevation. From the point "A" and at right angles to "AB" draw a line intersecting the plan at "P" and "U." Connect "'P" with "R" and "U" with "T," then will "PRSTUJKLMNO" be the complete plan of the elbow corresponding to the side elevation.

HORIZONTAL ARM OF ELBOW.

For the pattern of the horizontal arm of the elbow, shown by "ABEF" in Fig. 1, proceed as follows :

At right angles to "AB" and in line with "AF" draw the line "WY," upon which place one-half of the stretchout of the profile "H," shown by the small figures 1 to 7. At right angles to "W Y," and from the small figures draw lines intersecting those of similar numbers drawn at right angles to "AB" from the intersections on the miter line "BE." A line traced through the intersections thus obtained, as shown by "W YGZ," will be the half pattern for the horizontal arm.

Before obtaining the pattern for the lower or vertical arm, it will be necessary to construct sections and diagrams of triangles. To avoid a confusion of lines, a duplicate of the lower section is shown in Fig. 2, in which "BCDE" in elevation, and "ORSTJM in plan are reproductions of similar letters and figures in Fig. 1.

Referring to Fig. 2, the lower arm shown is a transition piece from oblong to oval at the angles shown in the elevation. As the plan of the half-oval is divided into six equal parts, divide the two semi-circles of the oblong plan into six equal parts, each, as shown by the small figures 8 to 14 and 15 to 21; now connect solid lines in plan, as shown from 1 to 14, 2 to 13, 3 to 12, etc., until the last line, 2 to 16, is obtained. In similar manner connect points by dotted lines, as shown from 1 to 13, 2 to 12, 3 to 11, etc., until the last line, 1 to 16, is obtained. Then will the solid and dotted lines represent the bases of the triangles, which will be constructed as follows :

From the various intersections in the plan of the oblong erect perpendicular lines until they intersect the base line in elevation "DC," as shown by corresponding small figures. In a similar manner from the intersections on the oval plan erect perpendicular lines until they intersect the miter line "EB," as shown by the small figures. Now connect the solid lines, 2 to 13, 3 to 12, etc., which will represent the elevation of similar lines in the plan.

In practice it is not necessary to connect these points in elevation, and for

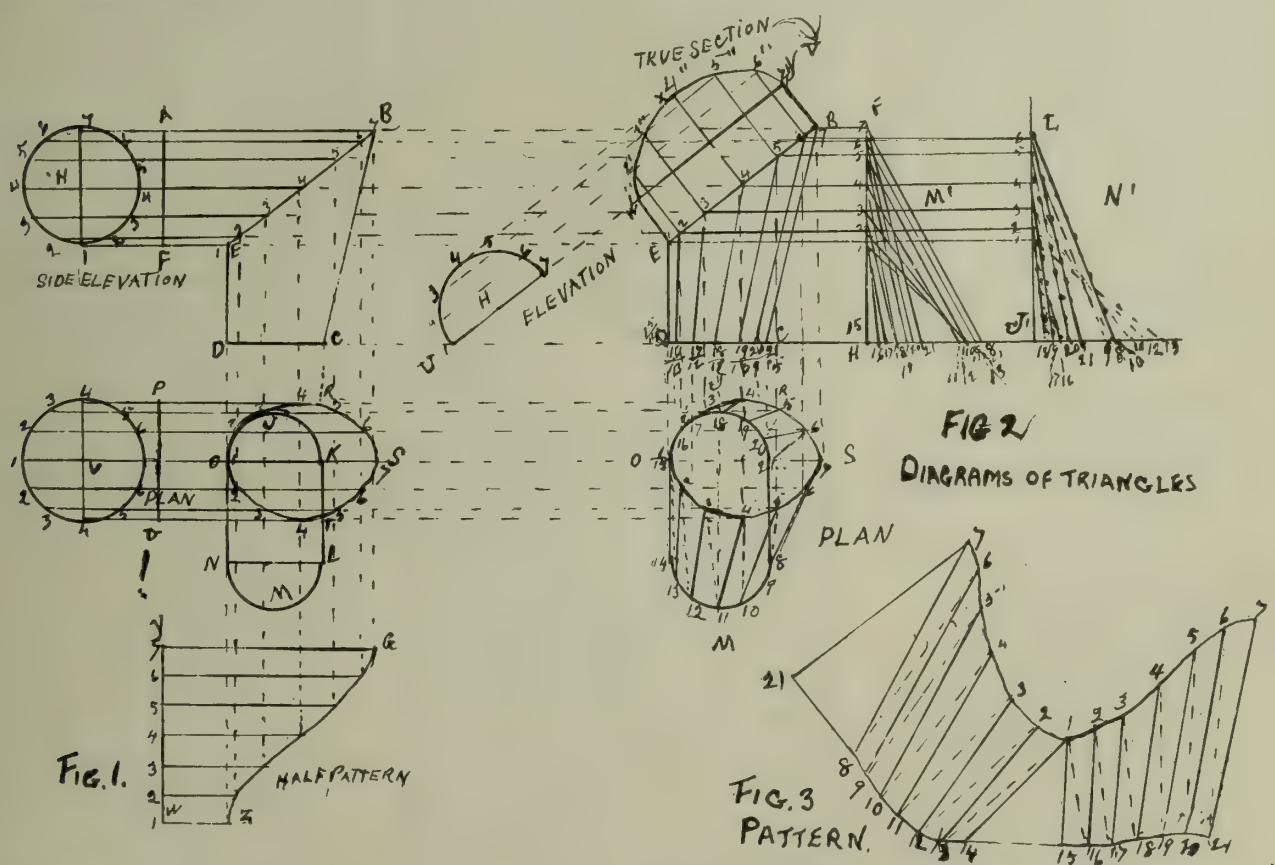


Fig. 1.

FIG 2
DIAGRAMS OF TRIANGLES

FIG. 3
PATTERN.

that reason the dotted lines in elevation have been omitted.

Extend the lines "DC" indefinitely to the right and at any point, as "H," erect the perpendicular line "HF." Then at right angles to "HF" and from the various intersections on the miter line "EB" draw lines intersecting "HF" at points 1 to 7. Now take the various lengths of the solid lines in plan and measuring in every instance from the point "H" in the diagram "M" locate points on the horizontal line "H-8," and from the points draw lines to intersections on the vertical line "HF," as: Take the length of the solid line 1 to 15 in plan and set it off on the horizontal line "H-8," locating the point 15, From 15 draw a line to the point 1 on the vertical line "HF." Then will 1 to 15 in the diagram "M" represent the actual distance of the line shown in plan by 1 to 15. In a like manner, take the distance 2 to 16 in plan and set it off on the horizontal line "H-8," locating the point 16. From 16 draw a line to 2 on the line "HF." Then will 16 to 2 be the actual length of the line shown by 16 to 2 in plan. Proceed in this manner until all the lines in the diagram "M" are drawn. In the same manner erect the vertical line "JL" and continue the horizontal lines from points on "EB," cutting "JL," as shown from "1" to "L." Continue the horizontal line "DJ" thus upon which set off the various lengths of the dotted lines of the plan, measuring in every distance from the point "J," thus marking the points on the horizontal line "J" to "13."

From these points lines are drawn to intersections on the vertical line "L J," as follows :

Take the length of the dotted line 1 to 16 in plan and set it off from "J" toward "13," thus locating the point 16. From 16 draw a line to the point "I" on the vertical line "LJ." Then will 1 to 16 in the diagram "N" represent the actual distance on the finished article of the dotted lines shown in the plan by 1 to 16. Continue in this manner until all the lines in diagram "N" are drawn.

It must be understood that all points shown from 1 to 7 in the horizontal section on the line "EB" are projected first on the line "EB" of the elevation, and then to the vertical lines "HF" and "JL" of the diagram, while all points shown in the plan on the line "DC" from 8 to 21 are transferred to the horizontal lines "H-8" and "J" to "13." The next step is to obtain a true section on the line "EB" in elevation, for which proceed as follows :

Draw any line parallel to "EB," as "UV," and upon it construct a half-profile on the line "AF" of the elevation, (Fig. 1) as shown at "H". Now from the various intersections 1 to 7 in the profile "H" carry lines parallel to "UV" and intersect these by lines of similar numbers drawn at right angles to "EB" from the intersections on the same. A line traced through the intersections thus formed, as shown from 1 to 7, will be one-half the true section on the line "EB." Having obtained the diagrams of triangles and the true section on "EB" we are now able, with the use of the oblong section of plan to develop the pattern for the lower arm as follows :

In Fig. 3 draw any horizontal line, as 14 to 15, equal in length to 14 to 15 of Fig. 2. Now with 15 to 1 in diagram "M" as radius, and 15 in Fig. 3 as centre, describe the arc "I." Then with 14 as centre and 14 to 1 in diagram "M" as radius, describe an arc intersecting the arc "I" in Fig. 3, forming the point "I." Now with 14 to 13 in plan, Fig. 2, as radius, and 14 of Fig. 3 as centre, describe the arc 13. Then with "I" as centre and 1 to 13 in the diagram "N" of Fig. 2 as radius, describe an arc intersecting the previous arc 13 in Fig. 3. Now with 1 to 2 in the true section "S" of Fig. 2 as radius and 1 of Fig. 3 as centre, describe arc 2. Then with 13 as centre and 13 to 2 in diagram "M" of Fig. 2 as radius, describe an arc intersecting the arc 2 in Fig. 3. Proceed in this manner, using alternately first the spaces in the oblong plan of Fig. 2 with the lengths of the longest side of the right angle triangle in the diagram "N" and the spaces in the true section "S" with the length of the slant lines in the diagram "M" until the line 8 to 7 in the pattern of Fig. 3 is obtained. Now with 8 to 21 in the oblong plan, Fig. 2, as radius, and 8 of Fig. 3 as centre, describe the arc 21. Then with 7 as centre and 7-21 in diagram "M" of Fig. 2 as radius, describe an arc intersecting the previous arc 21 in Fig. 3. Proceed in the same manner for the pattern opposite the line "1 to 15" in Fig. 3, using alternately first the spaces in the oblong plan Fig. 2, with the length of the slant lines in diagram "N" and the spaces in the true section "S" with the lengths of the solid slant lines in diagram "M" until the last line, 7 to 21, in Fig. 3, is obtained, which is of the same length of 7 to 21 on the opposite end of the drawing. Lines traced through points thus obtained, as shown by 7 to 1 to 7 and 21 to 15, 14, 8, 21, will complete the full pattern for the upper arm of the elbow or elliptical section of elbow.

Edges must be allowed. W. M. M.

At one time it was a matter of choice with every merchant whether a merchant should keep good goods or cheap goods, at this time, however, it is sell good goods or go under.

BETTER FURNACE WORK AND PRICES.

In my opinion, writes J. Rutherford, Simcoe, Ont., the greatest foes of better work and prices are those who have caused hot air heating to be regarded as a poorer method than steam or hot water. There are two classes: first those who are after work at any price and who figure in all cases as cheaply as possible, doing a botch job in an endeavor to get out with a profit; and second, those who endeavor to do good work, but by reason of sticking to old-fashioned methods, or from not having a clear understanding of the principles of heating, really do as much harm or more than the class mentioned first.

In every town there is sure to be at least one of the first mentioned class if not more; but if any one desiring to get a good price for good jobs will go at it in the right way, he will find this class perfectly harmless; in fact, their failures and generally unsatisfactory work will serve to set off and advertise the good work that the canvasser has done. The policy of my firm has been and will continue to be, when asked to figure on a job to lay out a first-class job in every case and then to make the price suit, allowing from 20 to 25 per cent. on the cost of material and labor and then to stick to that price. It is a policy that has sent many contracts to our competitors of the class first mentioned above, but in many cases the customer has given us his work afterwards; and on the other hand, we have a large and increasing business and a record of not a single unsatisfactory job, while, most important of all, we make a good profit.

Good Furnace Systems Economical.

Now the second class equally with the first, is responsible for what is one of the greatest troubles in the furnace business, the belief of the general public that a hot air system cannot be as economical as a hot water system. This is absolutely wrong. If the average house-owner who pays, say $500 for a hot water plant, would pay, say, $250 for a proper hot air furnace properly installed he would get equally as good results and in many cases better.

The principle of both is the same. The only difference is in the one employing water, the other, air as the medium to transmit the heat of the fuel. In a furnace system taking the cold air from the inside (and it is this plan that I wish to preach or advocate), the air descends from the house to the furnace, is warmed, rises, is cooled and again returns, exactly as with water. The action is the same and the results and economy will be found to be the same.

But the number of the second class who stick to the antiquated method of

taking the cold air from outside is astonishing, and they are greatly to blame for the poor opinion of the furnace system as a method of heating. I suppose some one who reads this will raise the moss grown howl of ventilation. The average house has more ventilation than is wanted and any thinking man knows it, else how is it possible to continually draw air in through the furnace to heat the house when no special vents are provided.

How can you expect economy when you take in air at a temperature of zero and then let it go to waste at a temperature of 50 or 60 degrees? What would you think of a hot water plant that constantly took in cold water from the street main and let it discharge from the radiators into the sewer? Yet it is all the same. Very few ordinary houses heated by water have any ventilating system, yet to my knowledge no one has died as a result of it. Some furnace men talk as though a circulating system would be the death of all in the house; but as yet I have had no bonus from the undertakers nor have I hopes of any.

Would any one call it reasonable to take, say, a 20-in. cold air from the outside of a church that may possibly contain 300 or 400 people and then use a 10-in. to supply three or four people in an ordinary house? And yet this is often done. Where is there any proportion in it?

Properly Located Registers.

If you want a good job, make your hot air pipes of ample size to give a large volume of warm (not overheated) air. Use a furnace that will do the work easily in any weather, and last and most important of all, make your cold air pipes equal in volume or area and if possible, in number to the hot air pipes. Put a cold air face equal to the hot air register in every room, except where the rooms are connected by arches, when one larger register will answer. Locate the hot air registers as close to the furnace as possible, and the cold air registers on the outside walls and whenever permitted under windows or near outside doors.

This is practically the whole of my theory of furnace heating in ordinary work, and I hope to hear from others who have had the same experience that we have had here.

DRAFT FOR GAS RANGES.

Never connect the gas range with the chimney direct. There are several reasons for this. In the first place, if you have got a good chimney, with a good draft, it will pull all the heat up the chimney. In the second place, if you have not got a good draft you will find it will check the efficiency of your range.

The best thing is to carry a pipe from the range to a position near an opening into the chimney and then have a funnel so that the products of combustion will naturally flow into the funnel, go into the chimney and go away.

Then you overcome the difficulty of the extra draft. If there is extra draft it will pull the air in around your funnel and not affect your range. If you have not enough draft it will flow out into the room and you must open the windows. You are not losing economy in your stove. You have got just about enough draft to take your products of combustion away and not lose too much heat. The philosophy of using gas is to let the products of combustion go away at the lowest temperature consistent with good combustion.

THE MOUNTING OF STOVES.

As indicating the importance of proper and thorough inspection in the matter of assembling the parts of a stove, the methods pursued in a large stove foundry as outlined in a recent article in System, will be of some interest.

In the mounting room any plate thrown out is traced back to the molder who cast it, each molder's factory number being stamped in the mold and cast in each piece he makes. If the mounter fails to set a door so that it fits tightly and yet moves without friction the inspector's chalk lines a mark on that door. No one, under penalty of discharge, can erase that chalk mark except the inspector, who does so when the fault is corrected.

When the inspector approves a completed stove he has recourse to a card bearing two coupons. The first coupon, which he tears off, bears the style and size of the stove, its consecutive number in the volume of production and the names of the inspector and mounter set in the proper spaces with a rubber stamp. This tab, forwarded to the stockkeeper, furnishes a constant check on the number of stoves mounted. The second coupon, bearing the factory numbers of the packer and crater, is detached and forwarded to the same office when the stove is shipped. The body of the card, with corresponding information as to inspector and mounter, goes with the stove to the retailer or individual purchaser. If anything is found wrong, no matter how many years after purchase, reference to this card of the company shows, by a glance at the filed coupons, the workmen responsible at every stage.

MANUFACTURERS' PRICES.

The question as to the policy to be pursued in regard to prices is for the manufacturer, a difficult and complicated one. Sometimes, indeed, the question is practically settled for him, as the condition of the market is such as to make it not only evident, but imperative, that his prices be moved up or down, as the case may be. But in other circumstances the determining of the course to be pursued involves a broad view of the situation and a careful estimating and calculating of probabilities. In a market which is under suspicion, in which there is an undertone of weakness, it is not possible to lay down hard and fast rules as to the wisdom or unwisdom of reducing prices. Sometimes a substantial reduction satisfies the expectation of the trade and puts the article in question on a basis, so far as its price is concerned, which is regarded by dealers as a fair one at which it is safe to buy. A lowering of the price, however, has often as its first and natural result a diminishing of confidence in the strenth of the market, and buyers continue to hold off, so that they may test the market, and they perhaps wait for further concessions. It is certainly the experience of manufacturers that the trade are reluctant to buy on a falling market.

THE HOT AIR FURNACE.

When the wind blows from the north
  How I fret, O how I fume;
For I cannot drive the heat
  Into our dining-room.
And the parlor's icy cold
  For no heat can it obtain
When the wind is from the north
  All my stoking is in vain.

When the wind is from the south,
  Then the sitting room is chill,
While the heat that's in the bedrooms
  Would exactly fill the bill.
But we cannot keep it down
  So we shiver and we freeze;
When the wind is from the south,
  All we get downstairs is breeze.

When the wind is from the east
  Then the upstairs rooms are cold;
And our parlor's like the hot room,
  Of a Turkish bath I'm told.
Then our sitting-room gets tropic
  And our dining-room's a fright;
When the wind is in the east
  We get heat enough alright.

When the wind is in the west,
  Up the chimney flies the heat,
And we get a breath of summer,
  When we wander down the street.
But let no wind be blowing
  Then we swelter and perspire;
Then we cannot check the furnace,
  And we cannot cool the fire.

—Edgar A. Guest.

Profits in Prepared Paint

Some Abuses Which Have Passed and Some That Remain—The Hardware Store the Natural Place for the Public to Look for Paints.

Passing of Paint Trade Abuses

By G. B. Heckel, Secretary Paint Manufacturers' Association of United States, in Hardware, New York.

Since the dawn of the moral sense, moralists have been lifting their voices in warning against the first step towards evil. Obviously, the man that never takes the first step will make no progress along the "primrose path."

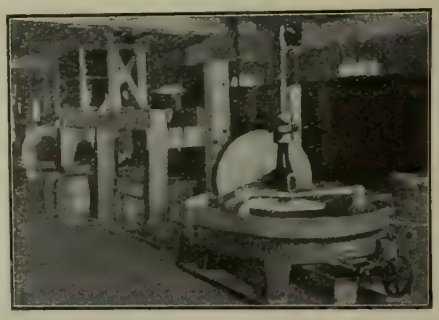
Trade abuses usually have their beginnings in apparently trivial or excusable deviations from the "straight and narrow way." But the hint being given, there are always those who see in indirection their chance to obtain advantage.

The paint trade which, in some of its phases, is several centuries old, has its share of barnacles in the form of antique abuses. Some of these abuses have been innocent enough in the beginning, but, as is the habit of abuses, have blazed the way to outright fraud. Consider, for example, the short-weight (or, as manufacturers prefer to call it, the "gross-weight") keg of lead. Some years ago I had occasion to investigate this matter, and found that the weight of available white lead in the hundred pounds ran all the way from five pounds short, for the hundred-pound keg, to more than fifteen pounds short in the 12½-pound packages. The custom of packing lead in "gross weight" packages is supposed to have originated in the fact that a pound of keg costs as much as a pound of lead, which is true enough—at the present date. But just as soon as the practice becomes a commercial custom ways were devised by the unscrupulous by which the proportionate weight of the container could be cheaply increased—to the profit of the manufacturer. It is also curious to note, as a consequence of the custom, that when steel kegs began to make their appearance as containers for lead, it was found necessary to weight their bottoms, so as to equalize the "tare" with that of the wooden kegs displaced. In other words, the manufacturer was reduced to the ridiculous position of paying for additions to the keg in order to keep its contents down to the customary shortage.

Another peculiar case was that of a western maker of a new process lead, who on discovering that the density of his product reduced the customary shortage in the ordinary lead keg, was forced to have the heads set in a fraction of an inch at each end.

Another abuse, still more venerable, probably had a historical origin quite as innocent; yet it has grown with time into an abuse that has become intolerable. I refer to the practice of calling white paste paints, of whatever origin, "white lead."

Inert reinforcing pigments were first used with white lead, there is every reason to believe, by European artists in an attempt to increase the stability of the pigment. Later, when paint came more widely into use for the painting of houses and other buildings, philan-



"Lead Chasers" Grinding White Lead.

thropists, noting the ravages of the dry lead among painters, set themselves to an attempt to mitigate or correct the evil. From the last two decades of the eighteenth century to the middle of the nineteenth, technical literature is full of suggestions of substitutes for the poisonous dry white lead. The introduction of oxide of zinc as a pigment was due to these investigations, and even to-day when the danger from handling lead has been almost completely removed by furnishing it to painters ground in oil, European painters are still agitating against its employment, and have caused many legal restrictions to be thrown around it.

However, ever since the introduction of "lead in oil" as a commercial product, the title has covered a multitude of formulas, ranging from pure hydrocarbonate to compounds containing no lead whatever.

When the old "Lead Trust" was formed it was decided by the corroders to abandon the practice and market only the pure white lead under that title; but I have seen the formulas of one of the constituent companies of the original trust, showing a wide latitude in the composition of its "white leads."

A young man who afterwards became prominent in the paint business, first went on the road for this concern. His maiden trip through his territory discouraged him greatly, because he found everywhere a brand of lead which the trade assured him was superior to his own, yet sold at about twenty per cent. below his best figure. As it turned out this competing brand was an anonymous product prepared by his own house for the jobbing trade. The formula (a very good one by the way) was about one-third each of lead, zinc and barytes.

The entire paint manufacturing trade of course followed the same practice—a bad one, by whomever originated—and when the lead corroders decided to sell nothing but white lead under the name of white lead, most of the others with brands of established reputation decided not to follow this example of light and leading.

Formerly when the titles were nicely graded as to purity—"Strictly Pure White Lead" was understood to contain nothing but white lead: "Pure White Lead" ordinarily held a high percentage of lead; while in "Genuine White Lead" there was commonly only enough lead to justify the use of the title. The fancy brand "white leads" were simply white paste paints, ranging from excellent combinations of zinc oxide and barytes to the cheapest combinations of pigments that could be made to look white and feel heavy. The ethics or lack of ethics in the practice is self-evident; but it was a venerable trade abuse, from which the conscientious found it hard to break away, while the unscrupulous found it a means of illegitimate profit.

Conscientious manufacturers, however, have never rested easy under the burden of this custom. Early in the history of the newly formed Lead Trust, one large manufacturer of excellent paint, angered by the attacks of this new competition, banished the title from his products and boasted that he had not a

pound of white lead in his factory. Others, as occasion arose to introduce new brands, omitted the word "lead" and used the title "white" or "paint," without the qualifying term.

Still the practice, for obvious reasons, has pretty generally persisted, and will persist until the new reform movement reaches the entire trade.

Another abuse, similar to that of the net-weight lead-keg is the short-weight color can and the short measured mixed



Buhr Stone Mills Grinding Paste Paints

paint can. The short-weight color can is a direct descendant of the short-weight lead-keg; but the short-measure paint can had its origin in the diversity of standards of measure for volume. Originally we had the "imperial" (English) or "wine" gallon of 277.123 cubic inches, later the U. S. standard liquid gallon, of 231 cubic inches; the dry measure gallon, of 268.8025 cubic inches; and the fluid measure gallon, based upon the minim and dram. This confusion was further complicated by the fact that liquids follow the physical law governing expansion and contraction with variation of temperature. Thus a standard gallon of linseed oil may weigh only seven and a half pounds in midsummer, while in midwinter it may reach nearly eight pounds. For this reason linseed oil in bulk is always sold by weight, seven and a half pounds to the gallon. A conventional weight agreed on in connection with imports.

But prepared paints are sold by the volume, and the can, like the white lead-keg, costs money. At the beginning of the industry some manufacturers used the wine gallon, while others adopted the liquid gallon. As the trade expanded and the two classes of manufacturers began to compete, the user of the wine gallon was forced to reduce the size of his package to the newly established U. S. standard. His competitor, whose advantage was thus annulled, was sorely tempted by the circumstances to put a little less paint in the can so as to leave ample room for expansion in hot weather. Again the unscrupulous, whom nothing but the fear of punishment ever restrains, cast all standards aside, and despite the stand made by reputable manufacturers against the practice, the market was soon full of gallons measuring from seven pints to a mere fraction under full measure. This shortage, which amounted in many cases to little or nothing and was even sometimes converted to a surplus in the gallon and half gallon cans, became ludicrous in the pints and half-pints, especially among cheaper household goods, which were not regarded by the makers as legitimate paint products, but were put up for the amusement of domestic amateurs.

Similar abuses have also insinuated themselves into the varnish trade, where it is a well-known fact that, with the exception of a very few houses and of the special trade-mark brands of these houses, the quality of any varnish is far more closely indicated by its price than by its title. "Hard Oil Finish," for example, once indicated a good substantial grade of Kauri gum—linseed oil varnish. To-day the dealer can secure "Hard Oil Finishes" of almost any grade, from a rosin "gloss oil" upwards. The same condition prevails with all the well-known grades of varnish. The dealer's only course, if he would be sure of the quality of his goods, is to buy trade-mark lines, or to confine his trade to reputable makers.

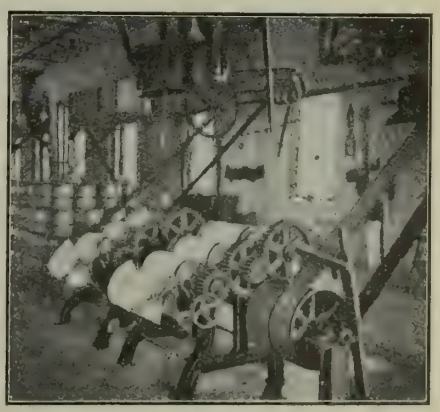
Still another abuse, recently more prevalant than now, was the practice of exchanging paints. The manufacturer, in order to secure a competitor's customer would take at cost the goods the dealer had in stock and substitute therefor a nice fresh stock of his own products. The displaced goods were then sold at a reduced price to the dealer's neighbor who happened to be handling that line. The maker of the displaced goods should naturally retaliate by hunting up one of his competitor's customers and paying him the same delicate compliment. As a final result the country was full of stocks of the same goods bought by competing dealers at different figures. Prices were constantly cut and the entire trade was demoralized. This abuse, as a result of experience and wiser counsels, has practically disappeared.

The last abuse on which I shall touch is that of long credits and long forward datings. The varnish trade is pre-eminent in this abuse, which has been significantly lampooned in the saying that varnish bills are payable one day after the Day of Judgment. No merchant who is capable of conducting a profitable business should need to be told that long credits are a snare and a delusion. They are, first of all, a temptation to overstock, and, consequently, they are expensive, since no matter what the seller may assert to the contrary, interest in one form or another must always be added to the cost of goods sold on long time. The manufacturers themselves do not demand nor accept long credits. They borrow money from their banks at five or six per cent. per annum, and take the offered discounts of two or three per cent. for cash in ten or thirty days. Two per cent. a month to the man who is "turning over his capital" frequently means twenty-four per cent. a year, and with the money borrowed from his bank at six per cent., he effects a saving on his annual purchases of eighteen per cent.

Long forward datings, while often convenient for the manufacturer, undoubtedly add, because of the consequent losses, to the expense of his business and consequently to the cost of his products—and this extra cost the dealer and the consumer must pay. There is a movement, prompted by current experience, to reform these two abuses of long credits and long forward datings. What it will come to we shall eventually know.

To return now to our most notorious abuses—short weights and measures and mislabeling. As already stated the more honest manufacturers (and this appellation undoubtedly belongs to the great majority), have always been uneasy in their minds regarding them. Some have avoided or evaded the practices in part, but practically all have inherited them in one or another form, and have simply been forced by the exigencies of business to follow the crowd.

In 1905 the State of North Dakota, the existence of which paint manufac-



Roller Mills Grinding Colors.

turers generally remembered once a year, when the flax harvest became due, suddenly and without warning passed a law to the effect that all paints containing ingredients other than pure white lead, pure zinc oxide, pure tinting colors, pure linseed oil, pure turpentine and pure Japan dryers, must carry the formula label on the can or the dealer handling it would, to use the slang of the day, get liberally "soaked." The

first emotion of the manufacturers when they heard this news was indignation. Why should an out-of-the-way legislature attempt to dictate the composition of paint? The second emotion was dismay at the real injustice of law which, while purporting to set a standard, ignored so many facts and perpetrated a deep injustice. Suit was entered against the law on constitutional grounds, the charge being that it violated the fourteenth amendment of the constitution in its discriminations. Well, the Supreme Court has finally upheld this law, deciding in substance that, in the exercise of its police powers, a state can go to the limit in foolishness if it is so minded. But during the course of the two years' proceedings the manufacturers concerned have gradually lost sight of the injury and have come to see the benefits opened to them by paint legislation. It may be said, once for all, that no manufacturer regards this law either as equitable or as practical, but they have generally come to realize that wise paint legislation may not be an unmixed evil.

After the passage of the North Dakota law and as a result of the publicity following it, other State Legislatures, eager to be busy and useful, promptly concluded that it would be a good thing to adopt something of the same general sort. The result was the introduction of some sixty or seventy paint bills last winter in the legislatures of eighteen or twenty States. These bills being generally drawn up by lawyers whose knowledge of paint was acquired by getting it on their clothing, were most of them fearfully and wonderfully made. Some of them were unintelligible, most of them were impracticable, and all of them differed in some particular which would have required a different label for each separate State.

The manufacturers, seeing that legislation was inevitable, got together and decided that while perhaps (only perhaps now), while perhaps things would have been better without legislation, still if there were going to be laws anyway they had better be reasonable laws and all alike. They then drafted a law which, while giving the public much more than was demanded in many proposed laws, was stil practicable from the manufacturing point of view.

This law was adopted in the States of Minnesota, Iowa and South Dakota, and in several other States that eventually decided not to pass any law for the present, was accepted gladly as a substitute for all other proposed measures.

This law, in brief, requires the complete formula on all paint packages, no matter what the constituents. But it also provides that while the true analysis of the tinting pigments must be given together with the percentages of all other ingredients, the percentages of the tinting pigments need not be given. The reason for this exception is that many of the tinting pigments—especilaly the natural colors, like siennas, umbers, ochres, etc.—vary in color, and this variation must be compensated for in manufacture by increasing the proportion accordingly. Hence, if the law required the percentages of tinting materials to be given, every batch of paint would have to be analyzed separately and a new label printed accordingly.

To the Iowa law a clause was added which, for that State at least, solved the weights and measures problem. The law says: "The label shall also state, in case of liquid paints, oils and other compounds, on packages holding one quart or more, the net measure of contents of each can or package. In case of white lead and other paints and compounds, the label shall show on packages weighing four pounds or more the net weight of each can, package or container."

GET WISE.

Of all punk guff inspired by gall,
De limit is this "I know it all."
De yap what springs it always is
A dead one in his line o' biz.
His nut is swelled; his brain is shrunk;
His trolley's broke; his talk is bunk;
He may be boss, but you c'n bet
He'll finish in de junk heap yet.
He's got his number—23
The way they plays th' game today,
It's Mr. Wiseguy draws the pay.
No swell heads goes. Th' guys what rise
Is them as hustles to get wise.
—From Selling Electricity.

Thus far the laws. It will be seen that outside of the contiguous States comprising the two Dakotas, Minnesota and Iowa, there is no law requiring manufacturers to do anything different from what they have hitherto done. But, as I have said, the majority have always wanted to be honest and on the slender basis of the laws in this remote section of the Northwest, they have undertaken the task of reforming the two abuses for the whole United States. First of all, many of them, including practically all the larger and many of the smaller manufacturers, are preparing immediately to print their complete formulas on their products, according to the requirements of these State laws; and, secondly, they are going to pack their goods full weight and full measure as rapidly as new goods are put out. There will be some confusion for a little while perhaps, until the old stock is worked off, but the necessary revision of price lists will take care of that.

It will be noted that the Iowa law touches nothing smaller than quarts and four pound packages; but the manufacturers are making the reform thorough while they are at it, and hereafter pound cans will contain sixteen ounces of paint and half pints will measure up sixteen to the gallon. If the reader has seen the new white lead card, he must have realized that something was the matter with it. There was; it means that the white lead manufacturers have also adopted net weights for their packages of lead, and intend hereafter to give the purchaser in the 12½-lb. packages, not 12½ lbs. of keg and lead together, but 12½ lbs. of "strictly pure" lead. It was a manly move, not necessitated by the situation, and the corroders deserve full credit for having had the courage of their convictions.

There will undoubtedly be some paint manufacturers who will reform nothing until circumstances force them. Some few of them, perhaps, because of a fancied advantage to be gained, others from a natural if mistaken view of their rights, and still others because of inherent inertia. But the reform is coming to all of them, sooner or later, whether they wish it or not, and when they realize the consequences of their recalcitrancy, they will regret that they did not seize the opportunity to become willing leaders instead of reluctant followers.

For paint laws are coming. I am one of those who think these laws comparatively misplaced and unnecessary. There are so many things that touch the people closer than paint, so many materials in which fraud is more flagrant, that I think paint manufacturers have been accorded a "bad eminence" that was undeserved. I think also that a general law penalizing misrepresentation would more adequately meet the requirements. But the people have acquired the habit of passing paint laws as an amusement and the habit is going to continue until something else distracts attention. Furthermore, it is scarcely to be expected of human nature that those manufacturers who are frankly revealing formulas and selling net weights and full measures will tolerate very long the unfair competition of those who profit by clinging to the old abuses. The paint manufacturers themselves are bound to demand State laws to protect them against competitors whom only a law will regulate.

The Lead Industry in Canada

F. J. Arrowsmith Describes the Difficulties of Pioneer Miners—What Transportation Facilities Have Done—Advanced Methods of Smelting and Refining—From Crude Ore to Finished Article.

The vast strides made in the production of lead within the last decade or so is but another example of the magnificent progress that has attended the development of Canada's mineral resources. Year by year the country is becoming more self-feeding. Industrial activity is straining every nerve to catch up with the consumptive demand of an ever-growing population, and rapidly winning. Mine after mine, smelter after smelter, furnace after furnace, add an increasing quota to the general productiveness of the country, until the day seems ever nearer when Canada will not only be able to supply all her own needs, but with argosies heavily freighted with mineral wealth, will be able to vie with, and control, the present primary metal markets of the world.

In the lead industry we have a notable instance of the ease with which Canada, adequately supported, can supply more than the domestic demand, even though her mineral fields have been but scratched. In the early history of lead mining, when prospectors had to face trackless forests, and ardous porterage, with no capital but their own enthusiasm, no machinery but their own hands, and the output, in consequence, but scanty, no one could have imagined that the situation would have changed so completely as it has done to-day. The pioneer prospector who struggled against every obstacle of nature in extracting lead from the rich fields adjacent to Kootenay Lake—still the most productive territory in the country—had to load his ore upon horseback, and trail many weary miles through thick forests to a point on Kootenay Lake in order that his output could be forwarded by boat and rail to smelters in the United States. Contrast this primitive working of the lead "grass roots," and the laborious and expensive transportation, with the state of things prevailing now—mines with their hundreds of workmen, railroad connections, steamboat facilities, smelters at Trail, Nelson, and Marysville refining the metal in ever increasing quantities—and the wonderful development that has taken place can be more readily understood. Since the day when railroad construction opened up the district, when the Provincial Government with land grants, and the Dominion Government with its bounty, stimulated and encouraged operations, and enabled domestic mines to compete with foreign production, the industry has never looked back.

British Columbia at the present moment practically controls the lead output of Canada. In 1906 the lead production of the Dominion was estimated to be worth $2,779,558, and of this total British Columbia contributed $2,667,578. The development of the industry in British Columbia can be seen from the following figures. In 1887 when silver and lead were the only mineral products of the province, 204,800 pounds of lead to the value of $9,216 were extracted, while in 1906, 52,408,217 pounds to the value of $2,667,578 were extracted. These figures speak for themselves. The principal lead producing district is the Fort Steel division, which contains the great mines St. Eugene and Sullivan, but the Nelson, Slocan, Ainsworth, Lardeau, and other districts contributed in varying quantities to the whole total. Practically all the ore produced is now treated by the domestic smelters. In past years contracts for many thousand tons of concentrates were made by the Consolidated Mining and Smelting Company—who operate the Trail smelter—with European firms for shipment to Antwerp and Hamburg, where there was a ready market for the product in competition with foreign lead concentrates. Owing to the enlargements of the lead plant at Trail, however the whole of the concentrates are now smelted and refined at home. The Trail smelter, situated on the Columbia River, close to Rossland, possesses a complete smelting and refining plant, and with its lead pipe factory, is the only establishment of its kind in Canada. The St. Eugene mine of the company, situated at Moyie, is the largest single silver-lead producing mine in Canada, and the second largest on the American continent. It is developed for a length of 400 feet, and to a depth of 2,000 feet. It has eight miles of working, and has produced over half a million tons of ore. The Sullivan mine at Kimberley is the next largest in the Province, and ships large quantities of ore to the Marysville smelter. Leaving the output of the once famous Slocan district far behind, the Fort Steele Mining division now produces about 85 per cent. of the total lead output of the province.



C.P.R. Smelter and Columbia River, Trail, B.C.

A striking feature of the lead industry, in common with the whole mineral production, is the tendency of the larger companies towards consolidation, several now owning both their own mines and smelters. This enables a more systematic operation of the mines to be brought about, better management, reduced expenses, increased production, and the maintenance of large ore reserves, while adequate capital is available when these companies desire to acquire new properties. There is no doubt that lead production is established on a sound, conservative basis, and with the development of other fields not only in British Columbia, but in other parts of Canada likewise—for this province has not a monopoly in lead—the production of the metal will become one of Canada's greatest assets.

Next month the Dominion statute, under which bounties have been paid

on lead, expires, and an effort is being made by the mining interests concerned to have the law extended for another term of five years, but with certain revised conditions. Although the industry has made such great strides, 60 mines being now operated, compared with 26 some 5 years ago, it is not yet considered strong enough, in face of the many disadvantages still besetting it, to stand alone. British lead, under the preference, is a formidable competitor, while the domestic product is shut out of the American market by a tax of $24 per ton. In addition to this the industry is handicapped in the open markets of the world by the cost of distribution, the lead being smelted so far away from Atlantic and Pacific ports. The marketing charge in the States is $3.90 per ton, while in Canada it is $9. The drawback, therefore, so far as distribution is concerned can be understood.

Bounties on lead have been paid since 1899, but it was not until 1903 that there was any connection between them and the price of lead in London. In the latter year the Government virtually set apart the sum of $2,500,000 for expending on bounties between that time and June 30, 1908, the disbursements to begin when the English price was £12 10s. per long ton, and to be paid at the rate of 75 cents per 100 pounds, so that a price of £16 per long ton, or thereabouts, could be maintained for the domestic lead producer. When the price exceeded £16 the bounty ceased. At this total the price was much below that obtained by mine owners in the United States. The price of lead in England, however, rose above the fixed figure, and the bounty in consequence became in part inoperative, the result being that by next month only about $750 000 will have been used for bounty purposes. The Government is now asked to vote a fresh appropriation of $2,500,000, and to allow the bounty to begin when the English price is £14 10s., and to cease at £18. This would place the Canadian price on something approaching a parity with that in the States, where, on the whole, the cost of production is cheaper. It is contended that the industry will soon be able to take care of itself without any artificial aid, but it is essential, at its present stage of growth, that Government encouragment should be maintained for another five years under the new conditions.

Mining, Smelting and Refining.

The several processes through which lead goes, from the time it is detached from mother earth, to the day it is placed, in its various consumptive forms, in the hands of the consumers, are most interesting, not to say complicated. Science is always evolving fresh methods of treatment whereby man can secure the best results from the products of nature, and in the lead industry of Canada, the fullest use has been taken of this development by our progressive producers. Processes, which contented lead refiners and manufacturers, for hundreds of years—and are contenting them now in other lands—have been discarded for better ones. No stone has been left unturned to utilize this natural wealth of the country to the best advantage, and the good results can be seen in the pure pig and corroded lead which Canada places upon the market.

Lead ore, after being extracted from the rock, is crushed into a granulated mass at the surface of the mine by rock breakers, and similar contrivances. It then goes through a mechanical washing process, by which means the valuable portions of the ore are separated from the earthy matter. From the mine this ore, consisting of lead, sulphur, gold, and mixed rock, as the case may be, is sent to the smelter.

The first operation here is one of roasting, so that the greater portion of the sulphur may be removed. Until recently this roasting was done by working the ore about by tools on a flat hearth furnace, where exposed to heated air, the sulphur escaped as gas during the burning, leaving the remaining mass in a fit condition for the blast furnace. At Trail and Nelson, however, this roasting by hand has been replaced by the Huntingdon—Heberlein process, which is a far better method of desulphurization. The ore, with an addition of limestone, is partially roasted in a mechanical furnace, and is then dumped into large hooded hemipherical cast iron pots with flues to take off the resultant gases. The hot ore, coming into contact with kindling wood placed at the bottom, causes ignition. The ore is then freely watered in order that the combustion should be slow, and permit of no chance of overheating. Perforated false bottoms to the pots, allow of air being blown through the slowly burning ore, until the whole becomes thoroughly roasted, and converted into an almost solid mass. The pots are then inverted, and the red hot substance falling upon blocks of iron becomes broken. Manual labor further crushes the pieces until they are small enough to use in the blast furnace.



Lead Smelting at Trail, B.C.

In the blast furnace, which is heated by coke, the roasted ore is charged with suitable fluxes—limestone, etc., used to promote fusion—and other purer ore which did not need the primary burning, and undergoes the completed process of smelting. The product of the treatment is an impure lead which contains the gold, silver and any other

substance which may have been contained in the crude ore. There is also deposited a certain amount of matter, containing lead, copper, iron, sulphur, etc., which has to be retreated and slag or fused earthy matter which is thrown away. The lead must now be refined before it is suitable for the market.

The common process of refining consists in melting the ore in a reverberatory furnace, which is a furnace like a large flat tank with a fireplace at one end. By this means many of the impurities are burned out, or are removed as they float to the top of the molten metal, but the silver and gold which remain are extracted by the addition of zinc. A combination of zinc, gold and silver is formed which rises to the surface as a crust. This crust is removed, and worked up for the precious metals it contains. The lead is again refined to dispose of the zinc, and the pure metal is then moulded into pigs and sent to the market.

At Trail a new process—an invention of E. G. Betts, which has aroused the interest of the metallurgical world—resembling the electrolytic copper process, replaces the method of reverberatory refining. The impure lead from the blast furnace is cast into large slabs and hung alternately with thin similar sized sheets of pure lead, previously obtained, in tanks containing an acid solution produced by the action of sulphuric acid on flour-spar and quartz. An electrical current passes from the impure slabs through the solution to the sheets. This causes the slabs to dissolve in the solution, the impurities sink to the bottom of the tank as mud, and the pure metal is conveyed and deposited by the current on to the sheets, which gradually become thicker. When they are of sufficient size they are taken out of the tank, melted down, and cast into pigs, while the mud is taken away to be further treated for the gold and silver it may contain.

Making Pipe and Shot.

Lead enters largely into the domestic uses of the country, but its most extensive employment is probably in the shape of pipe, shot, and in a corroded form as white lead for paint. To convert pig lead into pipe is a simple process and known as squirting. The metal is made molten in a furnace at a temperature of 620F., and then run into a cylinder. This cylinder at a pressure of 3,000 to 4 000 pounds to the square inch is forced up against, and penetrated by, a ram. The ram is hollow with a die fixed at the end for the size of the pipe or wire desired, and the lead is squeezed through the die, emerges from the top of the cylinder in the requisite shape and thickness. The pipe or wire is then run upon a wooden coil, and wound round by hand in the circular folded shape as seen in plumbers' shops.

An interesting operation, although a simple one, is that of making shot. At the top of a high tower, molten lead to which a small amount of arsenic has been added to impart hardness, is ladled out into a colander perforated to the size of the shot required. The molten lead then falls through space into a water vat at the bottom of the tower, assuming in its passage a perfectly spherical shape. A small elevator runs continuously into the vat, and carries the shot into a drier. This is a nearly horizontal cylinder of iron, heated by gas, having a small slant to allow the shot to run into a receptacle. A bucket elevator takes the shot to a revolving polisher, where it is polished with plumbago. From here the shot goes into a riddler and is automatically sorted. It is then packed up in bags, and is ready for shipment.

Shot, however is not bought by sportsmen to the extent it used to be. There was a time when the enthusiastic shooter rejected the factory loaded shell under the belief that he could fill his shell better, and in more correct proportions than the manufacturer. But this fallacy, like the article itself, has been exploded. The precise machinery of the cartridge companies turns out the article more cheaply and more accurately than can the sportsman, and the latter having realized this, the old tedious process of personal loading is falling into desuetude.

White Lead Production.

In dealing with the later development of the lead industry of Canada, the domestic manufacture of dry white lead cannot be overlooked. Every one knows how largely this constituent enters into the trade necessities of the country. It is the basis of most paint productions and Canada with her constantly developing paint factories, has become a big consumer. Until within recent years, white lead could only be procured from English or American producers, in the latter case the raw material being often supplied from the mines in this country, and reshipped back in its corroded shape. But the development of lead production, however, and the growing demands of the country rendered commercially feasible the promotion of corroding plants in Canada. The Government a few years ago was asked, therefore, to grant further protection than the 5 per cent. duty on dry white lead in powdered form then prevailing. It was pointed out that with the great command that foreign manufacturers had of the field, the 5 per cent. duty offered no encouragement to manufacturers or capitalists to invest their money in a corroding plant, and that in consequence the country was being denied a great commercial prospect, and a direct encouragement to the lead mining industry. When the consequent increase of the general tariff duty to 30 per cent., the British tariff being 20 per cent., a lead corroding plant was established in Montreal, and another one is now in course of construction.

There are many ways of manufacturing white lead, but the most modern one, and the one in use in Canada, is an improvement on the renowned Dutch process which has been in use for the past 200 years. In the improved method the pig lead is melted, and the liquid ejected into a room, being met at the same time by powerful blasts of steam which separate the particles so that they fall to the floor in finely granulated form. This is picked up by carriers, and conveyed to the corroding room. Here a series of revolving drums are charged with the powdered lead sprinkled with dilute acetic acid and carbonic acid gas, produced from coke, then introduced into each drum. The revolving process thoroughly shakes up the granules and allows the acid and gas to corrode each particle. The treated substance is then dropped through trap doors on to cars, and transferred to the washing room. Here it is thoroughly mixed with water, and passed over water-filled separators to the bottom of which any uncorroded, or crystalized lead sinks—this uncorroded substance being afterwards manufactured into red lead. The corroded lead is then rewashed, and mechanically shaken up in tanks, where aided by a small amount of soda, all traces of acetic acid are removed. A further washing is given, and it is deposited into drying pans heated by steam, and quickly dried. It is then packed in barrels, and is ready for shipment to users of dry white lead.

At the paint factory the white lead is put into a mixer with pure linseed oil, and ground. It then passes through a mill with sets of rollers, is thoroughly worked up, and emerges in a state to be used as a basis for paint preparations.

It cannot be said that lead workers of to-day are free from the poisonous effects which used to decimate those engaged in lead preparing in the Old Country and elsewhere. But with the care now exercised, the danger of poisoning has greatly been mitigated. The use of respirators, the cleanliness of hands and skin surface, and the various medicinal preparations to eliminate the poison from the system, have made the industry one of much less danger to those engaged in it.

About Goods Hardwaremen Handle

Hall Marks on Silverware—Sample Rooms for Builders' Hardware—Bargain Departments in Basements—Profits in Cut Glass—Cater for the Trade of the Hunter.

BUILDERS' HARDWARE SAMPLE ROOMS.

The excellent results attending the setting up of a builders' hardware sample room in a store can only be fully appreciated by those who have instituted such a department, or have had an opportunity of seeing one in operation. It is a fundamental fact that the merchant who arranges his stock in a systematic manner, groups varied lines that are allied to each other into departments of their own, possesses an overwhelming advantage over the man who utterly ignores system, and lays out his goods in a haphazard manner. With the thousand and one articles that a hardware merchant has to carry, it is only by a careful disposition of his stock that he can avoid a confusion that militates against the selling power of the business, causes a customer to lose his temper over unnecessary delay, and marks the whole organization as ineffective. It is just as easy, and need be no more expensive, to arrange a stock in sections, as to have one article at this end of the store, and another, which probably would be wanted at the same time, at the other end, or on the floor above. System is half the battle, although many merchants fail to recognize this salient fact.

In no branch of the industry are the advantages of departmental allotment more obvious than in the case of builders' hardware. Here there are lines which need collective display to show off to best advantage, while at the same time, especially in the case of the better class article, they lend themselves to the attractiveness of a store. Effectively arranged, different designs in brass bronze or steel escutcheons are most pleasing in appearance, thus serving a useful as well as ornamental purpose. Looking at the two main features—the greater opportunity for making a good sale, and the saving of customer's time and the merchant's as well—there can be no question as to the obvious advantages of a builders' hardware sample room. A client who wants a complete line naturally objects to walk from one end of the store to another, maybe upstairs and down again, before he has purchased his set. Locks here, butts somewhere else, flush plates in any odd corner. It is apparent how the stock must become disordered in the process, and how wearied both salesman and client.

Builders nowadays are buying better class articles, and as a natural sequence they take more care in the selection of their sets. The artistic point of view has come in and this demands a grouping together of the various lines, so that the purchaser can select with best judgment the particular style he may have in mind. Then again by a complete and connected display the merchant may induce the sale of a better class line, besides giving the customer a good idea of the stock carried, which is a valuable advertisement. For the extra expenditure involved a builders' hardware sample room soon pays for itself. It is true that the project necessitates some curtailment of store space, but not to the extent that many criticizers seem to think, and whatever disadvantage there may be on this account is more than compensated for by the returns.



Section of Builders' Hardware Sample Room.

It is not necessary to interfere with the general aspect of a store by the erection of a room in any particular place. A few yards of low, ornamental wooden railing enclosing a certain amount of wall and floor space are all that is required. The location can be made in any part of the store where there is good light and where the whole sweep of the interior is not affected. Either side of the store by the entrance doors makes a splendid site, as the projection of the rails does not interfere with the walking space to the extent it might in other positions. Besides the ornamental aspect of the room strikes the notice of a customer entering the store, and gives a tone to the whole interior. Inside the space screened off can be placed a table and a chair or two, preferably in mission style, which will give the enclosure all the semblance to a room that is required. Against the wall space can be fixed cupboards and drawers in wood to match the furniture.

This arrangement, however, depends entirely upon the plans the merchant has conceived. He may have thought out something entirely novel, if so let everything be in quiet taste, and the woodwork severe in color, as by this means escutcheons are displayed to the best advantage. One feature of having the cupboard design is that the exterior of the doors can be fitted up with the most striking knobs and fittings, giving a good idea as to how these articles would look in a residence, and at the same time helping to make the room attractive. Inside the cupboards and drawers can be arranged locks, butts, etc. With a little forethought in planning, the whole arrangement of such a room need not take up much space. Builders' hardware is an important part of the hardware industry. It has now to be handled—especially as the designs are becoming more elaborate, and builders are paying more attention to the lines they put in—as a department of its own. The merchant who realizes this and establishes a sample room, will find that he is well repaid for his trouble and expenditure. He saves his stock, spares his client much unnecessary annoyance, and what is better still, displays his stock to the best advantage and adds to the attractiveness of his store in the bargain.

SEWING MACHINES AS SIDE LINE.

A good line for an aggressive hardwareman to handle is the sewing machine, and if a store is situated in a country town or village, it is never hard for a reliable merchant to have his business made the local agency for a good machine.

There is a good profit to be derived from the business but dealers must not

imagine that a machine will sell itself as a sewing machine in a hardware store is as yet distinctly a side line.

To successfully handle machines it is important that the dealers should study the strong points of the line carried, and also the weak ones of other makes and should have some of his clerks learn how to handle the machine. This requires time and patience but when once understood it is an easy matter to teach your clerks the ideas that you have studied. There is money in handling the machines. Western dealers carry them generally and if price cutting is not indulged in the business will show handsome profits.

HUNTING GOODS IN STORES.

With the development of the sporting instincts of the country, stimulated by the increased facilities which now exist for indulging in hunting, and the growing number of shooting meets and rifle club organizations, the handling of rifles, ammunition, and accessory articles, is becoming a more and more profitable branch of the hardware trade. Although many merchants realize this, it is doubtful whether the advantage of catering to, and of encouraging the demand, is generally recognized to the extent it should be. There are very few districts in the whole of Canada, if there are any, where the sporting proclivities of the country are nil, or where there is no opportunity for taking part in one of the most fascinating of sports. Most men have ingrained in their nature the great characteristic once ascribed to the British nation by a captious foreign critic, of always desiring to go out and kill something, and Canada offers facilities for sport which no other country can surpass. The hardwareman here has an opportunity which he should not neglect.

A demand strong enough to warrant a store carrying complete lines may not apparently exist in any particular location, but it must be a very exceptional place that offers no opportunity for the dealer to stimulate a profitable call. The days are gone by when a merchant simply sat down, and waited for trade to come to him. He must go out now and capture the trade. There are various ways whereby a dealer can make rifles and ammunition a most profitable department of his store, even though he may not be located in a great hunting district, or in a jumping off place for them. He can attend the nearby shooting meets, and get acquainted with possible clients. He can introduce to them a particular rifle and ask the members to try it and express their opinion as to its capabilities; distribute a few samples of ammunition for trial; or show a shooting accessory which may be unknown to the competitors or their friends. If there is no such meet in existence he can endeavor to fan local enthusiasm into forming one. In country districts where amusements are few and far between, it is astonishing how popular such an organization becomes. Rifle and revolver clubs too, are getting increasingly popular throughout the country. Here there are possibilities likewise, of which the progressive man should not lose sight. He can with a little ingenuity take a leading position in the conception of such clubs, and kill two birds with one stone by creating a demand and at the same time advertising his wares.

If a dealer wishes to carry rifles and ammunition with profit—and they can be carried with good profit—he must not only foster the demand by going outside his business premises, but he must have effective window displays. To keep the lines hidden away in a dark corner of the store, is to turn profitable articles into dead stock. Rifles, revolvers and ammunition help in the attraction of a window even though the hunting season may not be at hand, and there is this advantage that their employment will continually direct people's attention to the fact that such lines are carried. Then of course in the spring and fall, full window displays can be made. It is not necessary for a dealer to carry a wide range of guns. The more expensive grades can be selected from catalogue, and expressed at once from the jobbers. At the same time he must carry sufficient lines to make a creditable display, and what is equally important he must keep up the quality of his goods. An inferior article will kill all chance of a repeat order. If the mainspring, or any other working part of a gun fails to do its duty, as is likely in the case of a low grade article, the purchaser of the article will not only discredit the store, but will prejudice his friends likewise.

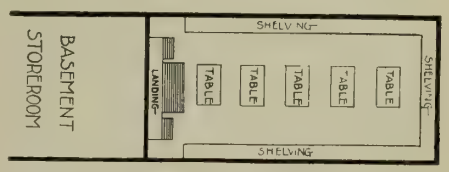
The profit to be made on rifles and other hunting goods, make them one of the best lines the hardwareman can carry. Staple lines of hardware have been so cut that the profit in many cases has been reduced to a minimum. This is not so in the case of hunting goods, and the dealer will find it well worth his while to make them one of his strong business planks.

Cartridge belts, canvas clothing, gun covers, also give profitable returns. There is one mistake which dealers often make, and it is an expensive one, too, and that is in ordering coats and vests, they specify a size that is too small for practical use. A hunter does not want a close fitting coat, and the dealer is well advised who does not go below the 38 inch size in ordering. Smaller than this the line will probably become dead stock. There is another point which should not be forgotten, and that is to pay careful attention to the care of weapons. Each time a gun is handled in a store it should be carefully wiped. Finger marks soon create rust, and no customer would think of buying a weapon that is not as bright in appearance as it was when turned out of the factory.

BARGAIN DEPARTMENT IN BASEMENT.

The accompanying cut shows a very satisfactory arrangement for a bargain basement measuring 25 ft. by 50 ft.—half of a basement under an average store, the other half being retained for regular storage purposes. The shelving is designed to be 5 ft. 6 in. high, with a 30 inch base, two shelves 15 inches wide and a top shelf 5 inches wide. The tables are designed to measure 4 ft. by 8 ft. No counters are suggested. Thus wide aisles are secured and customers can easily examine the goods.

The stairway is planned to be a wide one leading down from about the centre of the floor above to a landing, where a turn may be made to other stairs



Bargain Department in Basement.

leading from either side to the basement floor. Such a stairway has many advantages. To get to the bargain basement a customer must pass through the front half of the floor above, where attractive displays can be arranged to compel attention as the customer passes. Down the stairway itself other attractive displays can be made. Then when the customer turns on the landing he gets a view of the entire basement which, with proper lighting, cannot fail to be impressive.

In lighting any basement use natural light if you can get enough of it. If not use plenty of artificial light. But don't combine the two. If you do that the natural light will certainly make your artificial light look sickly and the appearance of your basement as a whole will be harmed.

The goods on tables in a basement arranged as suggested by the cut can be varied. On the table nearest the stairway one day can be shown one class, and on another day another class of goods. It would also be well to change the arrangement of the goods on the shelving. Very minor changes in arrangement will help to suggest what it

is worth while to have your customers believe—that there are always new things to be found at your store.

INVERTED LIGHTS POPULAR.

A remarkable development of the lighting business during the past couple of years has been the introduction and rise in popularity of the inverted light. One of the largest dealers in lighting supplies in Canada stated to Hardware and Metal last week that his business in inverted gas mantles during the past year had been 20 per cent. greater than the upright mantle lights. This is surprising, in view of the fact that tens of thousands of Welsbach and Lindsay lamps had been sold in previous years and in the natural course of events the supplies for these in the form of new mantles, globes, etc., would account for a large volume of trade. The lesson is that the public is always willing to buy something new and discard what they consider out-of-date.

SILVERWARE AND CUT GLASS.

It is apparent from the larger displays that retail merchants make of fancy goods at Christmas time that they are beginning to realize the advantage of branching out into lines which at one time were considered foreign to their trade. Slowly it is dawning upon them that there are other other fields to conquer besides those primary ones which gave life and growth to the great hardware industry as we see it to-day.

This is the age of development. The grocer has devolved into a wine merchant, the butcher into a fruit and vegetable merchant, the departmental store and mail order house into a gigantic octopus of many trades. On every side there are indications of one industry cutting into another and reaping an advantage therefrom. And yet, in spite of such proofs before him of the value of liberal methods of trading, the hardware merchant has been slow to depart from the traditional lines of his industry. The hardware store of to-day is in many cases the hardware store of the previous generation—a solid, sombre, phalanx of household utensils and tools. And yet there are many lines, as the progressive merchant is beginning to demonstrate to his more conservative brother, which can, with the utmost advantage, be introduced and carried as stock articles.

For instance, take the case of fancy goods, and more particularly silverware and cut glass. It is true that many stores now carry these lines at Christmas, but in the majority of instances only for this season. The articles which gave the counters and windows such a bright and attractive appearance and were such a valuable advertising medium, to say nothing of the extra profit, are wrapped in tissue paper and put away in a drawer or case, until December comes round again. But there is neither sense nor reason in this procedure. Silverware and cut glass are in demand at other times besides Christmas. If a hardware merchant can sell them at one time of the year—as it has been proved that he can—he should be able to do the same at another time. Hardware merchants in the Old Country, in Australia and in New Zealand, or ironmongers as they are generally termed, display plated hollow ware all the year round. It is a recognized important part of their stock. If such is the case in other parts of the empire, why not here?

There is no disguising the fact that the profit to be derived on these articles is much greater than on most of the staple hardware lines. Price competition has cut deeply into the revenue of the merchant. His expenses are heavier than they were, say, 10 years ago, but his profits are smaller. He cannot get the price for his goods that he did when his store was the only one in the district, or before the mail order house commenced to compete with him. It is imperative that he should seek for more profitable lines, and there is no reason why he should not make silverware and cut glass two of them. A merchant will drive several miles and spend much time in selling a farmer a quantity of nails upon which he gets little or no profit, whereas if he used that effort to sell a plated teapot, butter dish, or similar article, his turnover would be greater, and he would have helped to that extent to encourage a new demand. If the wife of farmer so-and-so displays a plated teapot, her neighbor will assuredly follow suit.

It is not necessary for a merchant to stock an expensive line of goods—at any rate to start with. Durable, good-looking, Britannia metal plated ware can be secured at a good profit bearing price, and yet the articles would be within the reach of most pockets. The conservative man may say that there is no demand in his district for plated ware. How does he know until he has tried? And not by an odd article here and there, but by a good display of a good assortment. Let the merchant show that he means to make his new department a success, and the customers will come along. But he must buy in profitable quantity, and must make no half hearted attempt to sell. Taken up in a thorough way, a silverware department should prove a valuable business asset.

There is another point in connection with the carrying of silverware and of cut glass, and this is the valuable help that these lines should be in making the store clean in appearance and attractive to the women folk. The days are fast disappearing when the merchant sees no need to pay attention to the state of his counters, shelves and floors. A man would probably buy a household utensil if it were thickly coated with dust, but not so a woman—and it is the latter who do most of the buying nowadays. Therefore the merchant must take increasing care of the appearance of his store. The more attractive it is, the more he will appeal to his customers. He may sell better goods than his rival—presuming that he has one, and most have—but if his windows and store are less clean and enticing than his competitor's, then he loses caste in the eyes of his women buyers, and his trade will suffer, to the advantage of the other man. Excite the interest of a woman and her trade is commanded. No lines could be more helpful in brightening a store than silverware and cut glass, and no lines could more strongly appeal to a woman. By showing a pretty plated tea set, or selling a butter dish, the merchant may hold out a magnet which may sell a $30 cook stove, or create a regular customer.

NOVEL SNOW SHOVEL.

A snow shovel of simple design is herewith illustrated, which operates somewhat on the principle of a snow plow, so that the snow may be readily removed from the walk and thrown to one side in a continuous operation, whilve moving the shovel forward over the surface. The blade of the shovel is of such shape that it will pick up the



New Idea in Snow Shovels.

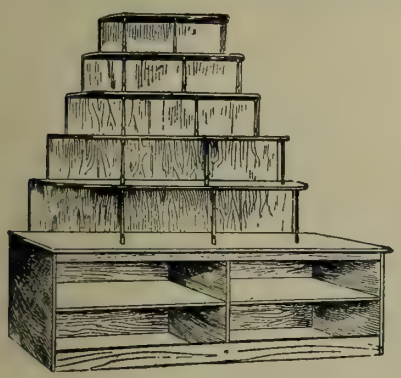
snow and deliver it to one side. In practice, as the shovel advances over the ground surface, it is liable to come in contact with obstructions, and in order to enable it to readily override such obstructions, the inventor has provided at the rear of the shovel blade a series of lugs, so that by rocking the shovel handle downward, the cutting edge of the blade will be lifted sufficiently to clear the obstacle.

DON'T HIDE YOUR GOODS.

Unless you want to invoice over and over again goods that do not sell, come as near as possible to showing everything you have. People nowadays buy a great many things on sight which they did not have in mind at all when they left home. They cannot buy on sight in your store unless they do see your goods. If you keep your wares way up near the ceiling in dust proof boxes, do not be disappointed because they stay there.

To the hundreds of novelties already on the market others are being added almost constantly and these are great sellers, particularly to women, when put out on bargain counters. On shelves these novelties can't sell, because many do not know such articles exist until they see them. But, put where they will be seen, hardware specialties for housewives are paying juicy profits to the 5 and 10 cent stores and also to many a hardware store handling these goods over bargain counters.

Don't let go unimproved the opportunity to make yours this profit-yielding trade of women through fear of los-



Shelving for Back of Store.

ing the men's trade you now have. The city department store, although its efforts are almost entirely directed towards securing the trade af women, still finds it possible to make departments of men's goods profitable. So you can gain women's trade without losing the men's trade you now have that is at all worth having.

Get your goods down, make looking easy, put price tickets on everything, make the whole store inviting. Get out the old goods, dust them off and clean them thoroughly and then put them where they will be seen by people who will be likely to want them.

Do not wait to be asked if you have a thing. Put it out where it shows—where the question will be answered before it is asked. And put a price ticket on it to forestall, too, that other question as to cost. Shelf hardware up too high to be seen becomes shelved hardware, and shelved goods are profit caters.

Put in as many specialties as you can successfully handle. Buy for cash and don't overstock or overbuy in any line. Incidentally, sell for cash, too. Or if you do give time include a 5 per cent. that can be given as a rebate in one form or another to those who do pay cash. Come as near as you can to showing all you have. Keep changing the display, for an atmosphere of newness is exceedingly attractive. Study your lines so you can talk them intelligently—so intelligently that your people will prefer to buy goods orally described by friends instead of goods pictures of which are explained in print by strangers.

The shelving shown in accompanying cut can be used to good advantage for graniteware, paints or similar goods. It makes a serviceable screen for the back of a store and behind it a counter for unpacking goods and storing unsightly parcels can be arranged.

CANADIAN CORDAGE INDUSTRY.

Although contending against many disadvantages, the cordage industry of Canada is making great strides. Well equipped factories are turning out lines that compare favorably with the world's best makes, while the consistent quality of the cordage is being recognized not only by domestic consumers, but by users in the Old Country and in the States. Many purchasers, attracted by low quotations of imported goods, have learned to their cost that in cordage the name does not always imply the material contained in the lines furnished by the importer. This is gradually resulting in orders that formerly were placed with outside manufacturers reverting to the Canadian factories, where buyers feel they can secure the best value and be assured of the consistent quality of the goods.

Statistics show that with the exception of Russian and Italian, there is an average supply of all raw materials used for cordage and twines. Remote as it may seem to be, any disturbance in the Pacific or Indian Empire, the sources respectively of manila and jute—the two greatest factors in the world's hard and soft fibre supply—would quickly be reflected by advancing prices. Therefore, though supplies appear plentiful, the fibre market is, and has frequently shown itself to be peculiarly sensitive.

It is argued that cordage and twine makers in Canada would greatly be benefitted by the revision of the following conditions which now obtain :

1. The free admission of binder twine into the country. At the present day Canadian mills, which make the best average twine in the world, can more than supply the total domestic demand.

2. The free listing of cordage for lobster fishing. In this case it is said to be doubtful if the intended-to-be-favored fishermen derive much benefit from the arrangement, as they are not in a position to buy for cash. The advantages seem to be on the side of the foreign manufacturers looking for catch trade.

3. The manufacture of cordage and binder twine by prison labor.

4. The British Preferential Tariff. This permits the importation of low grade cordage. It is contended that British manufacturers are great users of low value fibres—New Zealand and cheaper goods—and make a custom of offering such cordage under the name of "manila."

5. The free importation of hemp yarns. These yarns could be made in Canada to the great stimulation of the native grown flax fibre.

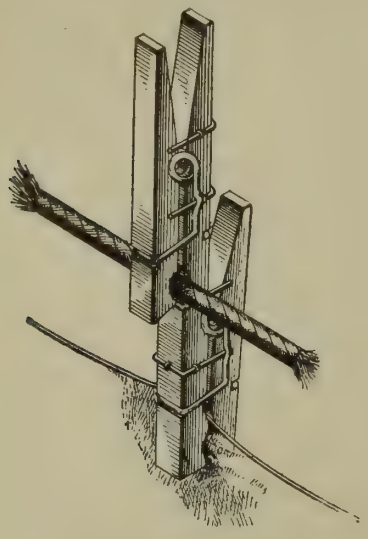
With some measures remedying these factors, which it is contended, strongly act against the manufacturing of cordage and twine of all descriptions in Canada, the factories would have greater scope for their energies.

In January of last year all varieties of roping fibres were at their highest, but after that they declined steadily throughout the twelve months, jute and sisal late in the year touching lower values than they can be secured today. Less cordage was required for agricultural purposes, the free listing of rope for lobster fisheries also curtailed sales, while the light harvest necessitated many carrying over unsold binder twine, though there would have been no surplus had the demand been normal. The close margin on which binder twine is handled makes such a condition far from lucrative, particularly on a falling market. At the present time, with but few exceptions, fibre values are lower than last spring, though some have recovered from the lowest prices touched, and a further advance is not unlikely. The demand for cordage, as is usual at this season, rules quiet, but the breaking up of the severe winter will undoubtedly stimulate business, especially as cordage and binder twine prices are now lower than at any period in 1907.

The Collingwood Hardware, Limited, has purchased the retail stock and business of White's, Limited, and removed it to two new stores on the other side of the street several block further south. The Collingwood Hardware, Limited, is controlled by W. D. White, Frank Gregory, R. H. Breeze and C. B. Adair, none of the members of White's, Limited, being interested in the new company in any way. White's, Limited, will confine themselves exclusively to the wholesale trade, their travelers covering Northern Ontario.

NOVELTY IN CLOTHES PINS.

A clothes-pin which will support the clothes without the necessity of engaging them with the line, and thus prevent them from freezing fast to the line in cold weather has been invented and is shown in the accompanying illustration. It will be observed that the improved clothes-pin consists in reality of two clothes-pins, one of which is adapted to grip the line, and the other, the clothes. In winter weather it will be found an advantage to attach the clothes-pins to the clothes before taking them out of the house, after which they may be quickly and easily engaged with the clothes-line.



A Novel Clothes-Pin.

It's a pretty good plan to keep good friends with the salesmen selling your house. There's many a good business suggestion stored away in their systems.

MANTELS AND TILES.

Mantels and tiles are used in every modern residence, and are a line of builders' hardware which has been made a successful sideline by many hardwaremen. If the larger dealers in the big centres can afford to send men to small towns for the purpose of setting up a mantel at a total cost of from $50 up, there must be a good profit in connection with the business and the line might well be taken up by the dealers in the smaller cities and towns.

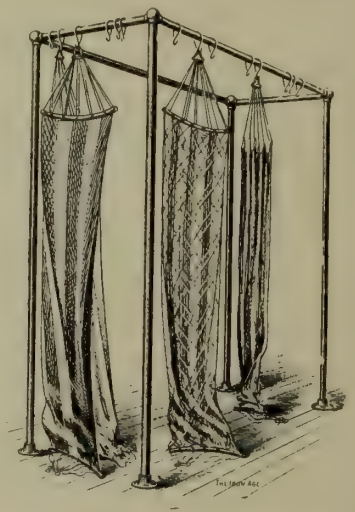
The tile business in this country has trebled in a period of ten years, and at the present era of improved sanitary conditions all large hotels, public and office buildings, etc., are fitted up with tiled floors and walls. They are also growing in popularity in private residences, in fact, each year sees them more and more taking the place of oilcloth for vestibules, halls and kitchens.

The most popular lines handled in Canada are imported from the United States and England. Mantels and grates are also imported in some cases, but the majority are manufactured in Canada. To set up a mantel fitted with a combination coal or wood grate costs from $50 up, and as almost every residence built in recent years has at least one mantel, the possibility of making a substantial increase in the yearly turnover may be readily perceived.

The dealer in the small town who takes up the line should purchase a couple of mantels with fixtures or get the agency of one of the large importers. Handled in the latter way there is a profit of twenty per cent. or more on most lines which might easily amount to a neat sum in a good season. The tiles alone offer a profit of from fifteen to twenty per cent. handled in this manner, or if a good assorted stock is carried, the margin of profit will increase to from twenty-five to thirty-five per cent. clear.

HAMMOCK RACK.

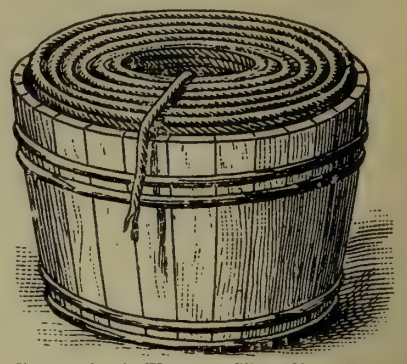
A hammock rack, which has proved a splendid arrangement from which to sell hammocks, is made of 1¼-inch gas pipe, high enough so that the longest hammock can hang from the top of the rack and not touch the floor. The rack shown in the illustration holds about six dozen hammocks and any one can be shown by taking hold of the lower end and drawing it out a little.



Rack for Displaying Hammocks.

HANDLING COILS OF ROPE.

Placing a coil of rope in a tub or a barrel cut down to proper height, as shown in the accompanying illustration, keeps the coil in better shape than when unsupported, and permits moving the coil about, even after most of it has been sold, without its falling down or becoming tangled. Coils of rope standing on the store floor or in the basement are apt to become dirty and present an unsalable appearance. By keeping them in a tub this is prevented.



Convenient Way of Handling Rope.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Cuts for Advertisements.

The Waseca Hardware Co., Waseca, Sask., ask where small engravings for illustrating advertisements, such as are used by the Russil Hardware Co., Toronto, can be obtained.

The Iron Age, 14-16 Park Place, New York, can supply a large variety of small engravings, while the National Hardware Bulletin, Argos, Ind., can supply larger cuts of a similar nature. The Toronto Engraving Co., Toronto, can supply cuts on order, but do not carry a stock.—Editor.

Buying a Hardware Stock.

A prospective hardware merchant in a Western Ontario village writes: "Will you kindly inform me what discount I should obtain from the cost price of stock in buying out a small hardware establishment with an approximate annual turnover of $9,000?"

No definite answer can be given to this question. Every case must stand by itself, the local conditions, the condition of the stock, etc., making impossible the adoption of any general rule. In a live, progressive town, with a good mechanic or farm trade, if the stock is thoroughly up-to-date, as much as 90 per cent. should be paid, speaking generally. With conditions not so favorable, opportunities for trade more limited, and stock containing some out-of-date lines, the seller might find it hard to secure more than 75 per cent. The general condition of trade would also be a determining factor to be considered.—Editor.

HARDWARE TRADE GOSSIP

Ontario.

G. H. Clark & Co., Niagara Falls, Ont., are remodelling their store front and enlarging the rear of their store.

S. L. Adolph, of Adolph & Bonnett, Listowel, Ont., was a delegate to the A.O.U.W. convention in Toronto this week.

J. E. Trelford, Markdale, Ont., has sold his hardware and furniture store to Jeffrey Artley, of that place, who will carry on the business in future.

D. Cinnamon, Lindsay, was a visitor in Toronto this week on his way to London to attend an executive meeting of the Council of the Woodmen of the World.

N. L. Stewart, formerly manager of the Guelph Stove Co., Guelph, has opened offices at 178 Victoria street, Toronto, where he has samples of Fabien refrigerators and Findlay Bros.' stoves on display.

The following out-of-town jobbers attended the regular quarterly meeting of the Canadian Wholesale Hardware Association in Toronto on Tuesday; T. H. Newman, W. Starke, A. Jeanotte and C. M. Strange, Montreal; F. H. Alexander, Hamilton; D. H. Howden and C. A. Whitman, London.

Bowes, Jamieson & Co., Hamilton, have made a change in their Western agency at Winnipeg, formerly in charge of W. A. Templeton. In future the Tilden-Gurney Co., Winnipeg, will look after the entire territory from Fort William to the Pacific Coast.

A change in the management of the Connor Hardware Co., Mildmay, took place this week, when two new partners, Peter and Edward Liesemer, were admitted into the business. The firm name has also underbone a change and in future will be known as C. Liesemer & Co.

The Aylmer Iron Works Co., Limited, Aylmer, which recently went into liquidation, has been purchased by S. H. Chapman, of the Wind Engine & Pump Co., Toronto. The Aylmer works are being put in shape with all possible speed and Mr. Chapman expects to have them in operation in about two weeks. The manufactures of the Aylmer branch will include pumps, scales and trucks.

O. M. Hodson, for the past two years Toronto representative of the H. R. Ives Co., Montreal, has resigned his position in order to establish a manufacturers' agency at 80 Victoria St., Toronto. Mr. Hodson is well known to the retail trade throughout Ontario on account of his work as organizer for the Ontario Retail Hardware Association and his experience as retailer and jobber fits him to make a success in his new line of work.

Rice Lewis & Son, Toronto, are remodeling their sporting goods sales department as well as making some other changes in the stock shelving. They recently enlarged their wholesale department offices, the various changes all tending to improve the working of the store staff. The establishment of a metal warehouse on Atlantic Avenue, near the Exhibition Grounds, has also given the firm larger space in the warerooms in the rear of the store.

William Harland & Son, the celebrated English varnish manufacturers, have decided to open a branch factory at Toronto, they having purchased the plant of the Victor Varnish Co., corner of Eastern avenue and Strange street, Toronto, the consideration being in the neighborhood of $15,000. Wm. Harland & Son are one of the oldest and largest manufacturers of varnishes in Great Britain. They have been in business for 125 years. The intention of the firm is to open a factory in the United States also. They will continue their warehouse at 95 King street east, Toronto.

Quebec.

Alexander Lewis, London, Eng., has been appointed manager of the Canadian branch of J. W. & T. A. Smith and W. J. Cowan & Sons., Limited, Old Ford Road, London, Eng., manufacturers of pulp colors, dry colors, satin white, art enamel, etc. Mr. Lewis combines a thorough knowledge of the business with the polite and aggressive qualities so necessary to a successful salesman and with the reputation which Cowan & Sons already have here should doubtless build up a considerable trade for them.

It is very likely that a new can factory will be established in Montreal. Representatives of the American Can Company have been on a visit to the city, and they have decided that it would make an excellent location for a factory. They have decided to recommend to their company the erection of a can factory in Montreal to cost from $200,000 to $250,000, and to be equipped with modern tools and appliances for the manufacture of cans. In all probability work on the building will be started as soon as a suitable site can be found.

Western Canada.

Hays Bros. have bought the hardware business of G. L. Vrooman, Lethbridge, Alta.

C. D. Waldon, of Pease-Waldon Co., Winnipeg, is at present on an extended business trip through Saskatchewan and Alberta.

H. McLean, hardware merchant, Cartwright, Man., has disposed of his business to McGillivray & McLeod, and has, with his wife, left for Winnipeg, where he will reside in the future.

Hill & Nordal, West Selkirk, Man., who started business a year ago, are extending their premises and installing a modern plant for general plumbing and tinsmithing.

United States.

Theodore D. W. Moore, who has lately been appointed general manager of the Savage Arms Company, has had a wide experience. For twenty-seven years Mr. Moore was interested in the ammunition firm of Hartley & Graham, and after the company's name was changed to the M. Hartley Company, Ilion, N. Y., Mr. Moore was appointed manager. The last mentioned company is the concern making the Remington rifle at Ilion.

TAKE OUT CANADIAN CHARTER.

The Sherwin-Williams Company, Montreal, paint and varnish makers, have taken out a Canadian charter for their business in Canada. Under the Quebec Companies Act, 1907, letters patent have been issued incorporating Walter Horace Cottingham, and Sereno Peck Fenn, both of Cleveland; Charles Colquhoun Ballantyne, James Hartley Gordon and William John White, all of Montreal, for the purpose of acquiring the business carried on in Canada by the Sherwin-Williams Company, of Cleveland, operations to be transacted under the name of "the Sherwin-Williams Company," with a total capital of $500,000, divided into 5,000 shares of $100 each.

In answer to an inquiry, the Sherwin-Williams Company state that the reason for taking out a Canadian charter for their business in Canada was simply to Canadianize their large interests in the country. This would have been done before had it not been for the fact that only recently legislation has been such that the company were enabled to take out a charter without adding the word "limited" to the well-known name of the concern. This objection having now been overcome the company were only too pleased to take out a Canadian charter. The name of the company will remain the same in Canada as it is in all other parts of the world where they are doing business.

REMOVING TO ENGLAND.

Mr. F. D. Benjamin, of M. & L. Samuel, Benjamin & Co., wholesale metal merchants, Toronto, left Toronto this week to take up his residence permanently in London, England, where he will be associated with Mr. Jack Samuel, who has managed the English branch of the firm's business for a number of years. The Toronto business will be in charge of Mr. Sigmund Samuel.

During his twenty years' residence in Canada Mr. Benjamin made a great number of friends, and on his departure he was the recipient of many handsome gifts. The congregation of the Holy Blossom Synagogue, of which he was the president, presented him with one of the most magnificent specimens of the goldsmith's art ever produced in Canada. The Queen's Own Rifles in which Mr. Benjamin held the rank of captain, presented him with a loving cup and other societies also made presentations.

The firm with which Mr. Benjamin is connected have been in business in Canada for over fifty years. The erection of their magnificent new building at the corner of King Street and Spadina Ave., Toronto, is proceeding rapidly, and they expect to occupy it by midsummer.

Markets and Correspondence

(For detailed prices see Current Market Quotations, page 152.)

MARKETS IN BRIEF.

Montreal.

Pig Iron—Firm.
Tin—Showing strength.
Copper—Firmer.
Spelter—Unchanged.
Lead—Cut to $4.
Shovels—Again 45 per cent.

Toronto.

Pig Iron—Prices being shaded.
Tin—Continues firm.
Copper—Unchanged.
Lead—Weaker.
Shovels—Open market over.

THE MARKET OUTLOOK.

Although there may not be at the present time such a boom in trade generally as was experienced in March last year, yet business conditions are good, and what is better still, show signs of great promise. The late depression has naturally tended to keep things back somewhat. Tightness of money, hard times talk, and undue nervousness as to the future, are bound to have a retarding effect upon the commercial transactions of any country. Consumers have limited their purchases, dealers have held back their orders to see how affairs would shape, while jobbers and manufacturers, in consequence, have been correspondingly affected in their operations. But all this uncertainty is being dispelled by the vigorous breath of common sense. Alarmists, confronted on all sides by renewed evidences of prosperity, and of coming great development, have had their fears quieted; while the quicker circulation of money is tending day by day to open the purses of the consumers. The remarkable way in which vast loans have been over-subscribed in the English market at easy percentage, shows how capitalists view the situation, and traders generally could have no better or truer barometer than confidence displayed by outside investors.

This year will see a great development in railway construction. Many hundreds of thousands of dollars are to be spent in this direction. Armies of men will be located in various parts, adding day by day their quota to the development and prosperity of the country, and spending their wages in domestic products. This year, too, will see a vast acreage of virgin soil contributed to the grain area. New land will be taken up by settlers, and not by speculators, for the latter have been happily checked in their operations by the crash of last year, The outlook is full of promise. The industrial scope of the country is greater than ever, capitalists see in Canada a good field for the investment of their money, and magnificent development is at hand.

The hardware industry should be among the first to benefit by this development. Although spring hardware orders are late in opening up, for reasons which we have already stated, they are increasing in bulk now every day, while inquiries are most encouraging. There is no reason why the average for the twelve months should not surpass those of other years, even though the start has not been so favorable. Last year's returns, despite three months of depression, came close to, if they did not exceed those of 1906. Three months' leeway now can just as easily be made up by the remaining months of the present year. It is evident that the consumptive needs of the country cannot be restricted for long, and in the developing extent of these needs, the hardware industry can forecast its coming good trade.

The metal markets are somewhat similarly placed, inasmuch as they are likewise feeling the effects of restricted buying. Metals are very low, compared with a year ago, and the demand is poor. But encouraging signs are observable here as in hardware. The industrial activity opening up cannot long be maintained on hand to mouth purchasing. Consumers must soon come into the market freely, and then will come the turn of the tide.

There is no need for doubt as to the prospects of trade. Granted business is slow in starting, but it will gather impetus as the spring opens, and at the end will travel all the faster for the check at the commencement. The year will yet show alarmists the folly of being frightened at shadows which at various times are cast across all countries no matter how fundamentally prosperous they may be.

MONTREAL HARDWARE MARKETS

Montreal, March 17.—Although fair trade is moving and orders for future delivery are showing every day a gratifying improvement in number and bulk, the high water mark set in March of last year has not been reached. At that time the reflex of a banner year was still being felt. Prices were high, retail merchants with no thoughts of depression to make them unduly cautious, purchased freely and placed their orders early, with the result that manufacturers and jobbers were shipping from the early days of the year. In fact the wheels of commerce were traveling at the rate set in 1906.

This year trade conditions have been struggling against a great disadvantage. The depression of the latter part of 1907 gave the commerce of the country a jolt, the effect of which lasted some time and proved hard to overcome. Retail merchants, scared at the prospects of hard times, have not only been slow to place their orders, but have been most cautious in their buying. Jobbers in their turn have been compelled to be more conservative in regard to the manufacturers and the effect all the way round has been to curtail business. But alarm as to the future is rapidly melting away. Confidence in the consumptive needs of the country, and in the circulation of money to pay for them—which should never have been lost—is fast returning, and the good effect is seen in the better tone that is being fast given to the demand, and the growing volume of business moving. This month is behind March of 1907, but that is no reason why 1908 should be behind 1907 in total trading. In fact, there is every reason why the coming months should surpass those of last year, providing the harvest turns out well.

Builders' Hardware and Supplies—These lines are keeping well up to the pace set in March last. It looked at one time as if, owing to the threatened shelving of many building propositions, the prospects would be far from favorable. But improved conditions all the way round have tended to restore the confidence of landlords, and reports from the East and Northwest show that building is opening up most encouragingly. In consequence all lines are moving well, and in increasing bulk.

Lumbermens' Supplies—The season is now practically over. Although the total trade does not compare with last year, owing to the fact that lumbering operations were curtailed owing to the financial stringency, yet taking all things into consideration the season's results have not been unfavorable. In fact, considering the disadvantages at the outset, there is every reason to be satisfied.

Railroad Supplies—Trade in these lines compares fairly favorably with the total moving last March, while the prospects, if anything, are more encouraging. An immense amount of construction work is contemplated, and the demand in consequence should be a record one later on.

Spring Goods—Orders are somewhat behind hand. Retail merchants have shown more hesitation in placing their orders than they did last year, but an encouraging movement has started within the last two weeks, and kitchen and household supplies and lawn and gardening tools are moving out well.

Bolts and Nuts—The scarcity in bolts and nuts which induced almost a trade deadlock in March last year is not in evidence this month. Makers late in the year were able to catch up with the shortage, and trade in this respect opens out much more advantageously this spring.

Sporting Goods—Prompt delivery was hard to obtain last year owing to the demand, but this state of things cannot be said to exist at the present moment. The demand is very slow to open out,

and except in guns and ammunition, there is very little doing just at present.

Screws — Although the shortage in various sizes of screws which characterized the industry last year does not exist now, stocks in some sizes appear none too heavy. Prices have maintained firmness, and indications point to a good year.

Nails—Nails this year have been characterized by considerable cutting, and a low price now obtains. The demand is fair, and if usual business opens out, there is little prospect of further cutting as stocks are light.

Shovels—The manufacturers have come together again and the old discount of 45 per cent. again prevails.

TORONTO HARDWARE MARKETS.

Toronto, March 20.—Jobbers agree that the trade of the past week has been greater than for several months. Throughout the country low stocks are assisting travelers to a large extent with booking and as a result orders are coming to hand in a satisfactory manner. Trade has not yet recovered to the extent of the same month last year, but, that business is again on a satisfactory basis is welcome news to the jobbers.

The feature of the market this week is a truce which has been called between shovel manufacturers. Building possibilities are also opening up.

Business is nearly a month behind hand at present as a result of the American financial depression, but there is every reason to believe that conditions will be so improved inside of one month that building will be started in earnest.

Shovels—The shovel situation has cleared up and dating from March 18 shovels are again at 45 per cent. off list prices. The reduction which has been enforced for nearly two weeks created the demand and as a result large numbers of retailers have laid in stocks which will be sufficient to supply an average demand upwards of one year.

Sugaring Supplies—Country dealers are buying fairly heavy this year in anticipation of a strong demand for these lines. Prices are firm and unchanged.

Spring Goods and Kitchen Ware—All lines are commencing to move as shipping received a start on March 15. All varieties of household goods are helping the movement, washing machines, wash tubs, churns, pails, wringers, etc., together with garden utensils, including lawn mowers, garden hose, tools, etc., are beginning to go out and though the heavy spring shipping is not due to start until April jobbers have commenced to ship orders dated April 1.

Mining Supplies—Though a growing and healthy demand exists at present, orders coming in are for much smaller quantities than at this time last year. Picks, shovels, crowbars, blasting powder and dynamite are moving freely and from the amount of development work and extensions at present being planned, there seems little doubt that a good, strong demand will exist for these goods all season.

Wire Goods—Wire netting and wire fencing are moving quite freely at present as a result of the proximity of spring. Large amounts of fencing are being booked and some shipments have already been despatched. Poultry netting has also experienced a trade revival as a result of last week's fine weather. Prices are firm.

Copper Rivets and Burrs—The cut chronicled in last week's report has helped to stimulate the demand, and orders are coming in more freely.

Wire Nails—Wire nails are in fair demand at $2.30 per keg of 100 lbs.

Sporting Goods—Spring business has not yet opened up among the retailers, and, as a consequence, business is quiet. A fair demand exists for oil skins and for shotguns at present. Rifles and ammunition are not showing much life.

TORONTO METAL MARKETS.

Toronto, March 20.—A big slump in metals has marked the past year, the following table showing clearly how great has been the change since the current week in 1907 :

	1905	1907	1908
Summerlee pig iron.	$20.00	$25.50	$24.50
Middlesboro No. 3 ..	21.00	23.50	21.00
Can. No. 2 foundry .	16.50	24.00	21.50
Bar iron	1.80	2.30	2.20
Ingot tin	.32	.45	.33
Bright coke plates...	3.50	4.25	4.25
Ingot copper	16.50	27.00	14.00
Sheet copper	21,00	35.00	21.00
Imported pig lead...	3.50	5.60	3.90
Zinc spelter	7.00	7.50	5.00
Antimony	9.50	27.00	10,00
Black sheets	2.70	3.00	3.00
Canada plates	2.50	2.90	2.75
Galvanized sheets ..	3.90	4.50	4.50
Boiler tubes	8.50	9.50	9.00

Last year with prices exceedingly stiff buying was very active and it was far easier to sell than to-day when prices are one-third or one-half the former figures on certain metals.

During the past four months the demand for iron, copper and tin has been only for small lots for present use and both copper and tin have experienced sensational declines. Iron has held firmer owing to reduced production in the States and the cutting down of stocks in Great Britain. Several Canadian furnaces have also gone out of blast and iron merchants are looking for an off year, being more content to do less business than cut prices. In the States there is talk of a slash in pig iron prices in order to stimulate buying.

Increased buying is reported this week and it looks as though April will be an active month. January and February totals were far below previous years, but March will, according to reports received so far, compare favorably with the same month in 1907. Conditions are are undoubtedly improving as spring approaches.

Pig Iron—Canada's sixteen blast furnaces had the best year in history, the production of pig iron from foreign ore being 537,803 tons and from domestic ore 95,911 tons, making a total of 633,718 tons, in addition to which 666,589 tons of steel and 68,736 tons of steel rods were produced. Merchants also had a good year, but with several furnaces closed down, imports from Great Britain very light, and few inquiries for business so far the volume of business in 1908 will not be so large. We quote: No. 3 English iron, $21, and No. 2 Canadian foundry, $21.50. Steel plates have been advanced 7½c per hundred in the States, and the old prices have been withdrawn here. Bar iron is unchanged at $2.20 net.

Ingot Copper—With prices about half what they were a year ago copper is in very little demand. The metal is in the hands of speculators and no confidence can be put in their movements. It is now said that the opening up of the copper smelters in Montana a fortnight ago was a move to boom stocks. At any rate it has not resulted in strengthening the market in any way, as while we quote 14c for casting ingots this price is being shaded locally in fair-sized lots. Last year the Toronto quotation was 27c. The base price of sheet copper in the States has been reduced from 20c to 17c a pound. On the high copper prices last year, sheet copper base was at the highest record—32c.

Ingot Tin—From 45c last March tin dropped down to about 30c early in 1908, but strong hands have secured control of the market during the past month and the price in Toronto is now 33c. Tin plates, Canada plates, black sheets and galvanized iron have all retained their strength and remain at practically the same prices as a year ago. Of all the metals tin seems to be the most likely to show the largest advance during 1908.

Lead—This market continues to weaken and this week we reduce our quotation to $3.90 to $4, a decided fall from the quotation of $5.60 in March, 1907.

Spelter—Like other metals, zinc spelter has declined materially, the figures of a year ago being 2½c higher than the present quotation of 5c for foreign. The market is weak at present, 4¾c being quoted for domestic.

Antimony—The most sensational decline of the year was that from 27c to 10c for antimony, the market being far from strong even at the present low quotation, which is a shade over the figures of three years ago, before the Russian-Japanese war.

Old Materials—With little demand for new metals, scrap has been a drug on the market for several months and local dealers report trade very dull.

MONTREAL METAL MARKETS.

Montreal March 20.—A comparison with the metal prices obtaining in March, of 1907, and those of the present week, shows how the markets have been affected by the decline that took place during the great slump at the latter end of the year. It was at the end of last March that the first signs of foreboding as to the future appeared. Mines and smelters were being worked at the utmost pressure, manufacturers were turning out the finished article as fast as machinery could perform the task, and stocks were accumulating on every side. The demand had then worked itself out, although it was not generally apparent on the surface. A great reaction fol-

lowed—a reaction which was intensified by the financial panic towards the close of the year. Copper, tin—in fact, all the metals with the exception of iron—made sensational declines. The markets are now trying to recover themselves, under a demand that is but a faint reflection of the demand that existed during the first three months of 1907. A great holding off in buying has been manifested, and orders have been of a hand-to-mouth character. Purchasers are coming into the markets more freely now, although the large consumers are keeping off the market, and prospects seem brighter than they did a few weeks back. Stocks are light, and when the demand opens there will be a big rebound. It is to be hoped that once the markets show a permanent turning movement, there will be no big inflation of prices. Stability is what is desired—a stability that will give confidence to buyers generally—and this will not be obtained by rushing the prices up.

Pig Iron—This metal has maintained strength all through. The English markets have been firm, and the restriction of output in the States helped to keep the situation steady. Although conditions in the Southern States are not so satisfactory as they might be, the position generally is very healthy. Inquiries from local consumers are assuming greater strength. Cleveland warrants are quoted at £51 3s., which is a slight reduction on last week. We quote: Middlesboro No. 1, $21.50; ex-store, with a shading for large quantities for import; No. 3, $20.50; Summerlee, $25.50.

Ingot Tin—The quotation in March last of $45 and the present local quotation of $34, shows the alteration that has occurred in the markets. At present tin is showing great improvement, and the high figures ruling in the Old Country and in the States—that is compared with the prices which have obtained since Christmas—are forcing up local quotations. Stocks seem to be light, and inquiries within the last week have been opening out well. Tin is being quoted on the English market at £139 15s., which is a big advance on our last week's figures, while the New York price is again stiffer, at 31c.

Copper—This metal in March last year was quoted at 26c, while it is now 14½c. The demand in copper seems to be very fluctuating, that is, what demand there is. One week the call strengthens, next week it weakens. At present the metal is slightly stronger again. The English market is at £59 15s., while the metal has firmed ¼c in New York. Apparently the smaller consumers are purchasing more freely than they were, but the large buyers are still conspicuous by their absence. We make no change in quotations.

Spelter—This metal is quoted at present at 5½c for foreign and 5¼c for domestic, while a year ago it was 7½c and 7c respectively, another good example of how the metal situation compares with that of a year ago. Spelter after the great decline was the first of the metals to show a steady improvement. This was probably due to some curtailment of production which took place in the States. The improvement fell away, but prices seem to be firming once more. Spelter is quoted in London at £21 17s. 6d., which is an advance of £1 on last quotation. East St. Louis quotations are around $4.70, with shading for second-hand lots.

Lead—The English market is very weak at present, and quotations are now at £13 15s., which is another decline. There is little doing in the way of buying, and we now quote imported pig at $4. This time last year it was $5.50.

Antimony—Antimony at 10c to 10½c is a drastic change from the 27c ruling last March. This metal is the worst offender, for the others have shown improvement since the first of the year, but antimony, for the present, seems down and out.

MONTREAL PAINT MARKETS.

Montreal, March 20.—Compared with a year ago, it cannot be denied that conditions of trade are not so good now as they were then. Last March prices were high, especially so in turpentine, and in every branch of the paint and oil industry there was the greatest activity. Orders poured in, and if other months had been relatively as good, the year would have been a record one. Trade fell off, however, and then came the depression at the end of the year—from the ill-effects of which business is now slowly but surely recovering. Grinders and jobbers are not experiencing the heavy volume and hurry-up orders of last March by any means, but trade is improving every week. Fair business is now reported in general lines, and although it has not the snap it should have at this time of the year, it has the merit of being progressive in character.

Turpentine—This time last year turpentine was bullish, owing to a corner in the South, and the price was around the dollar, but since then quotations have on the whole dropped steadily. Supplies have been fairly ample. At the present moment orders are not overabundant, but steady supplies are keeping the market from fluctuating. We continue to quote 72c for single barrels.

Linseed Oil—This article is slightly lower than it was in March last year. The highest price was reached in June, but it fell away from that time. Supplies have generally been good. A better call is now being shown for the article than for some time past. The market in the Old Country being low, with abundant supplies offering, has a tendency to depress quotations here. However fair shipments are moving, and we continue to quote last week's figures: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

Ground White Lead—The depressed state of the pig lead market has affected ground white lead all the way through. With trade slack in the latter part of the year, and until recently, when there have been unmistakable signs of improvement, prices have ruled low and are away below those obtaining last March. A healthier demand is showing from the West, and there is no reason why prices should not firm up from now. We quote Government standard $6, No. 1 $5.75.

Red Lead—Red lead, until recently, maintained its firmness splendidly. Last year's March quotation of $6 bade fair to be carried right through, but the article has given way, since the commencement of this year under the low price of lead, and the market has been cut in consequence. The lower quotations have stimulated trade, and the following prices are, at present, firm: Genuine red lead, in casks, $5.50; in 100-lb. kegs, $5.75; in less quantities at $6.50 per 100 lbs.; No. 1 red lead, casks, $5.25; kegs, $5.50, and smaller quantities, $6.25.

White Zinc—All the year through white zinc, and white zinc ground in oil, have been devoid of interest. Prices have not fluctuated, and the demand has been fair. At present shipments are light, and local quotations are uninfluenced by the slight advance in the Old Country. We quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc ground in oil we still quote at: Pure, 8½c; No. 1, 7c; No. 2, 5¾c.

Varnishes—Varnishes have well maintained their strength throughout the year. At present conditions seem to be a little weaker than obtained some time back. The market in the States is said to be decidedly weak, and jobbers and holders of varnish gums over there are looking to Canada to unload. However caution prevails with all the varnish manufacturers. Slight cuts on individual lines do not seem to stimulate orders, neither have they affected the price of varnishes generally.

Putty—This article has been in good demand right through, and prices have been consistently maintained. The outlook appears to be fair. We continue to quote: Pure linseed oil putty, bulk, 800-lb. casks, $1.75; in 25-lb. iron drums, $2.05; in 25-lb. tins (3 in a case) $2.15; bladder putty, in barrels, $1.95.

TORONTO PAINT MARKETS.

Toronto, March 20.—Business in paints does not compare very favorably with that done during the same period last year, for various reasons. The retailers throughout the country are only preparing to receive orders dated April 1, this year, while the situation a year ago was such that jobbers generally began to ship goods for future delivery at the end of February. Then orders have been backward this year on account of the unusually bad condition of country roads which were blocked for weeks at a time, and, as a result, travelers were confined in limited districts for a period of time which has made booking several weeks behindhand to this date.

Trade is, however, gradually assuming something like spring proportions, and local jobbers claim that more goods have been booked and shipped during the fine weather, of the past week, than for any previous week during the last five months. The close proximity of spring

and a growing feeling of confidence, together with keen competition, are responsible for the trade revival.

Turpentine—At this time last year turpentine was quoted at from $1.00 to $1.02 per gallon, the market holding strong on account of a corner at the southern source of supply. The high price was responsible for a weakness in demand and about the same amount of turpentine was handled during February and March, of 1907, as has been shipped from this point during this same period this year. The minimum price paid for turpentine during 1907 was in December when single barrels sold at 70 cents per gallon. This was very low for that season, the figure for the corresponding month in 1906 being $1.00. At the present time there is a strong demand for turpentine for which we continue to quote last week's figures; single barrels, 73c, 2 to 4 barrels 72c.

Linseed Oil—The price of linseed oil was strongest during 1907 on May 17, and for a week in the middle of July, when raw oil was quoted at 70c per gallon. There was a strong demand at the time for the product, but the price did not hold in either case for more than a week. At present the demand is stronger and Ontario oil remains at 60c, but representatives of outside crushers are quoting as low as 58c. For boiled oil add 3c to these figures. Shipments f.o.b., Toronto, Hamilton, Guelph, London, net 30 days.

White Lead—All last year there was a strong demand for white lead, with prices which may be termed steady, though the market conditions were such that from time to time prices fluctuated several cents either way, but the ruling price all year was in the neighborhood of $7.65, until November, when the general depression was responsible for a decrease in prices to $6.25, which price still holds for pure. No. 1 is quoted at $6.

Red Lead—At present the demand is slowly reviving, but normal proportions have not yet been reached. The situation governing white lead since January, 1907, has had a similar effect on red lead. We continue to quote: Genuine, in 100-lb. kegs, $5.75; genuine, in 560-lb. casks, $5.25; No. 1, $5.00.

Petroleum—The same conditions govern the sale of this necessity, as noted during last year. During the summer months the demand for first grades drops off, and in the winter high grades sell best. Quotations are: Pratt's astral, 17½c; water white, 15c, and prime white, 13½c.

Shellac—The price of gum shellac has been lower during 1907 than for a period dating back to 1903. Last year prices held fairly steady up to November, around $2.90, when they were forced down to $2.25 for 5-gallon lots, as a result of the large American electrical companies suspending operations, owing to the depressions. At this time prices have not recovered, but operations are again under way in the States, and a substantial increase may overtake the market at any time, though supplies are such that it will probably be several weeks before prices change. Quotations for the week are: Pure white, in 5-gallon lots, $2.25 to $2.50; pure orange, $2 to $2.15; No. 1 orange, $1.90.

Trade Conditions in Western Canada

Perhaps the largest wholesale business in Western Canada during the last ten years of prosperity has been that in hardware and builders' supplies. The largest warehouses in Winnipeg are those of the wholesale hardware firms. the biggest and perhaps the most profitable turnover of goods has been theirs and very large amounts of capital are invested in this line of business. In a new country the hardware business is necessarily very large owing to the influx of immigrants who require complete new outfits of household supplies and who have an immense amount of building to do in order to make for themselves in the wilderness comfortable homes and farm buildings. As the immigration in Western Canada is growing larger year by year there is no reason to doubt that the hardware business of Western Canada will be greatly increased in the coming years. The Winnipeg wholesale houses have built for the future and have been well advised in doing so.

Nevertheless, it is true that during the last year the hardware business of Western Canada has suffered a temporary check. Like other lines of business, it has found its expansion checked owing to various causes, some local and some world-wide in their effects. An unfavorable season, a frosted crop and a world-wide financial panic combined to make difficulties for the business man and the hardware man suffered with the others. An unfavorable season for building operations adversely affected the sales of builders' supplies. Winnipeg building permits for 1907 were only half those of 1908 and the same story can be told of practically every city and town in the West. This necessarily meant a big reduction in the sales of builders' supplies. Then the general financial stringency induced caution on the part of the retailers and as there had been a general over-stocking in the days of great prosperity, the latter part of 1907 saw a big falling off in purchases by country stores as compared with former years. All conditions combined to check the expansion of business.

As a consequence the barb wire manufacturers who sent their representatives to Winnipeg last fall to book their annual orders for spring delivery were disappointed at their reception by the wholesale houses. The rolling mills and nail factories met with similar disappointments. There was not the demand for iron that there had been in other years; the wholesale houses were ready to take chances of getting their nails when required and refused to stock heavily at the lake ports. They were cautious in their purchases of builders' hardware and shelf goods. Buyers who had been accustomed to order liberally each year, invariably increasing their purchases each time a salesman called were now disposed to consider carefully the stocks on hand and to buy for immediate requirements only, taking chances about getting goods when required. In short, there was a general curtailment and the pessimists predicted "hard times."

But it is now quite evident that the pessimists were wrong. The prosperity of the West was built upon stable foundations and even the pessimists admit now that there is a big market to be supplied during the coming year, a market which, because of the light buying and general reduction of stocks during 1907 is prepared to absorb big quantities of goods during 1908.

The financial disturbances of the past year have done much to change the system of buying in the West. It has been the custom to buy in large quantities sufficient for several months or a year at a time, a custom surviving from the old days when transportation facilities were limited and it was difficult to get goods. With the establishment of big wholesale houses in Winnipeg and other Western centres and the growth of transportation facilities retailers have learned to order more frequently and for immediate requirements; and this tendency has been hastened by the financial troubles of the past year.

The tendency towards caution which has been induced by the troubles of the year 1907 will have most beneficial results and the outlook for the coming year's business is bright. In builders' supplies the turnover may not be so large as in 1906—in fact, it is not expected that it will be—but in all other lines there will undoubtedly be a return to a normal condition of affairs. It is already abundantly evident that this year's immigration is to break all previous records and the outfitting of so many new settlers means a big increase in the business of every wholesale house in Western Canada, while the addition to the population means a permanent addition to the market.

Moreover, the business of the West will henceforth be on a sounder basis. As explained elsewhere in this issue, there has been a widespread and thorough going curtailment of credit on the part of the retail trade and in many parts of the country a strictly cash system is now in operation. To those familiar with the evils of the credit system in the Western Provinces in recent years this means much. The hardware trade of the West have every reason to look forward to a year of prosperity.

CURRENT MARKET QUOTATIONS.

March 21, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ..... per lb.	0 10
Hallett'	0 10

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 50
Heads, per 100 lb	2 65	2 75
Tank plates 3-16 inch.....	2 60	2 65
Tubes per 100 feet, 1½ inch ..	8 25	9 00
" " 2 "		9 10
" " 2½ " .. 10 50		12 00
" " 3 " .. 12 00		13 50
" " 3½ " .. 15 00		16 70
" " 4 " .. 19 25		20 80

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 23
" seamless base	0 23

Copper tubing, 3 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot.....	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz.....		21 00
Plain, 16 oz,, 14x48 and 14x60		20 00
Tinned copper sheet, base		23 00
Planished base.....		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

10 gauge	2 60	2 70
12 gauge.....	2 60	2 75
14 "	2 50	2 60
17 "	2 50	2 60
18 "	2 50	2 60
20 "	2 50	2 60
22 "	2 55	2 65
24 "	2 55	2 70
26 "	2 65	2 85
28 "	2 70	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 75

Galvanized—	Dom. Crown.	Ordinary
18x24x52	4 45	4 35
60.....	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 85	3 70	3 95	....
22 - 24 ..	4 10	3 95	4 00	4 05
26.....	4 35	4 20	4 40	4 30
28.....	4 60	4 45	4 60	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. ..... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		22 00
Middlesboro, No. 3 pig iron	20 50	21 00
Summerlee, No. 2 "	.25 50	24 50
Carron...		....
Carron No. 3.....	20 75	....
Clarence, No. 3	21 50	21 50
Glengarnock, No. 1		24 50
Radnor, charcoal iron.....	30 00	32 00
Angles.....	2 75	2 65
Common bar, per 100 lb.....	2 00	2 20
Forged iron	2 15	..
Refined " "	2 25	2 75
Horseshoe iron "	2 25	2 75
Band iron, No. 10 gauge base	2 10	2 50
Sleigh shoe steel	2 05	2 30
Iron finish machinery steel (domestic)	2 10	2 30
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	2 05	2 50
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 50	2 80
Mining cast steel.....	0 07½	0 08
High speed.....	0 60	0 65
B.P.L. tool steel		0 10½
Black Diamond tool steel		0 08
Corona tool steel		0 06½
Silver tool steel		0 12½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 $33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

'Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50 5 75
I X, 14 x 20 "	6 50 6 75
IXX 14 x 20 "	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 25 7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	6 75 7 00
" 14x65. " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 00
" " 26 "	8 50

LEAD.

Imported Pig, per 100 lb.....	3 90	6 00
Bar, "	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll ..	6 25	6 50
Sheets, 3 to 6 lb. "	6 00	6 25

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	7 00	7 50
Part casks.....	7 25	7 75

ZINC SPELTER.

Foreign, per 100 lb	5 00	5 25
Domestic	4 75	5 00

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.....	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

30 per cent. Toronto. 25 per cent. Montreal.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10	0 09½
Heavy red brass....	0 11	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02¾	0 02¾
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate.....	12 00	11 00
Malleable and steel	9 00	8 00
Old rubbers....	0 09	0 06

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, discount 50 per cent.
Fuller work, 70 p. c.; basin cocks, 75 p.c.
Flatway stop and stop and waste cocks, 50 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, special, 45 per cent.; standard, 50 p.c.
Kerr Jenkins' disc, standard valves, 50 and 7½ per cent.
Kerr copper alloy disc standard globe, angle and check valves, 50 and 5 p.c.
Kerr standard radiator valves, 65 and 10 p.c., and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber's straightway valves, 50; straightway valves, I.B.B.M., 65.
J. M. T. Radiator Valves 55; Standard, 60; Patent Quick-Opening Valves, 65 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 80
No 7 Fuller's .... "	2 00
No. 4½, " .... "	2 15
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35
Square head brass cocks, 50 ; iron, 55 p.c.	
Thompson Smoke-test Machine $35.00	

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Jan. 20, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—50 and 2½ per cent.
Wall Radiators—50and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 20 p.c. off.
Lead waste, 20 p.c. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 to 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 30	⅛ inch.....	3 30
¼ "	2 47	¼ "	3 30
⅜ "	2 72	⅜ "	3 57
½ "	3 65	½ "	4 84
1 "	5 28	1 "	6 93
1¼ "	7 20	1¼ "	9 45
1½ "	8 64	1½ "	11 34
2 "	11 52	2 "	15 12
2½ "	18 40	2½ "	24 15
3 "	24 13	3 "	31 71
3½ "	30 40	3½ "	39 90
4 "	34 56	4 "	45 36

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.
Cast Iron Fittings 60; Standard bushings 60.; headers, 60; flanged unions 60, ' malleable bushings 55 and 5; nipples, 70 and 10; malleable lipped unions 55 and 5 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ ..... per lb.	0 40
2-lb. or over ..... "	0 35

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping.....	0 18	0 18

PAINTS, OILS AND GLASS.

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 09
Litharge, ground		0 06
" flaked		0 06½
Green copperas (green vitrol)		0 01
Sugar of lead.....		0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure.		0 08
Chrome yellow "		0 15
Golden ochre "		0 10
French " "		0 08
Marine black "		0 40
Chrome green "		0 09
French permanent green"		0 13
Signwriters' black "		0 15

GLUE.

Domestic sheet	0 10
French medal..	0 12

PARIS WHITE.

In bbls	0 90

PARIS GREEN.

Barrels.....	0 24½
25-lb. drums.....	0 25¼

PINE TAR.

½ pint in tins .....per gross ...	7 80
" " ..... "	9 60

PIGMENTS.

Orange mineral, casks.....	0 08
" " 100-lb. kegs	0 08½

PREPARED PAINTS.

Barn (in bbls.).....	0 65	0 90
Sherwin-Williams paints, ...	....	1 60
Canada Paint Co.'s pure.....	....	1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C..		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure, ...		1 60
Senour's Floor Paints.....		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel.....		1 75
P. D. Dods & Co's "Island City"..		1 50
Sanderson Pearcy's, pure		1 25
Robertson's pure paints.....		1 25

PUTTY.

Bulk in bbls.....	1 60
Bladders in bbls.....	1 85
25-lb. tins.....	1 90
Bladders in bulk or tins less than 100 lb.	2 00
Bulk in 100-lb. irons.....	1 80

SHINGLE STAINS.

In 5 gallon lots	0 85	0 90

SHELLAC.

White, bleached	2 25	2 50
Fine orange.....	2 00	2 20
Medium orange, No. 1	1 90	2 10

TURPENTINE AND OIL.

Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 18
Castor oil.....	0 08	0 10
Motor Gasoline per gal, single bbls.....	0 17	0 21
Benzine, per gal single bbls....	0 17	0 17½
Turpentine, single barrels	0 72	0 73
Linseed Oil, " raw..	0 55	0 58
" " boiled	0 58	0 61

WHITE LEAD GROUND IN OIL. Per 100 lb.

Canadian pure	6 00
No. 1 Canadian	5 75
Munro's Select Flake White..	6 25
Elephant and Decorators' Pure	6 25
Tiger Pure	6 25
Essex Genuine	6 25
Brandram's B. B. Genuine...	7 25
"Anchor," pure	6 15
Ramsay's Pure Lead	6 50
Ramsay's Exterior	6 15
"Crown and Anchor," pure...	6 50
P. D. Dods "Island City" pure ...	6 50
Sanderson Pearcy's	6 25
Robertson's C.P., lead.....	6 25

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	5 25
Genuine, 100 lb. kegs, "	5 75

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 70
Gilders bolted in bands.....	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M... ...	0 07½ 0 08

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body.....		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra.....		1 15
" " No. 1.....		0 90
" " union.....		0 80
Light oil finish.....		1 40
Gold size japan		1 80
Brown japan		0 95
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar.....		2 80
No. 1 "		2 50
Pure asphaltum.....		1 40
Oilcloth.....		1 50
Lightning dryer		0 70
Elastilite varnish, 1 gal. can, each..		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish....		2 40
"Flint-Lac," coach.....		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 80 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells.. 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 37½ and 10 off new list.

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb., per roll		1 15
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	40 00
Dry Surprise		0 40
Dry Sheathing	per roll, 400 sq. ft.	0 32
Tar "	400 "	0 40
Dry Fibre	400 "	0 50
Tarred Fibre	400 "	0 60
O. K. & I. X. L	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled "	400 "	0 70
Roof Coating, in barrels	per gal.	0 15
Roof " small packages	"	0 20
Refined Tar	per barrel	4 00
Coal Tar	"	3 50
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 75 0 80
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		42 50

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	2 20	2 30
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000		
Blue metallic, 9"x4½"x3", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,	"	6 50
" " 10-in. and larger	"	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 75
over 12 in. " 3 75
Crate hinges and back flaps, 65 and 5 p. c
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5. $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, P. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterboro knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian 40 to 40 and 10 per cent.

LOCKS.

Peterboro, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's), 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.

Per lb. 0 31

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 10

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz. 0 65
Diamond, Shell, per doz. 1 00
Nail and Spike, per gross 2 25

BUTCHERS CLEAVERS

German, per doz. 7 00 9 00
American, " 12 00 18 00

CHALK.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt. 0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast net list
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 .... each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean.	per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian, per doz. 5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English .... per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation	per doz.	5 00 9 00
Berg's wire fencing	....	1 72 5 50

PUNCHES.

Saddler's	per doz.	1 00 1 85
Conductor's	"	3 00 15 00
Tinners', solid	per set	0 72
" hollow	per inch	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut .... per foot 0 35 0 55

Hack, complete	each	0 75 2 75
" frame only	each	0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting		4 75
Hand Sets, Perfect		4 00
X-Cut Sets, "		7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's	per doz.	0 65 1 00
North Bros., No. 30	per doz.	16 80

SHOVELS AND SPADES.

Canadian, nominally 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00
Berg's, each		0 75 2 50

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	....	4 00
" pointing, 924x5	....	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS

Nos. 32 and 33 .... per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in (100 ft)	....	3 25
" " 1½ x 3-16 in (100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	9 00
" " ⅞ "	....	10 00
" " 1 "	....	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HOES.

Garden, 50 and 10 per cent.
Planter .... per doz. 4 00 4 50

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in. open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes, $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's	0 13½
Berg's, per lb.	0 12½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " No. 2	5 50
Saw Vise	4 50 5 00
Blacksmiths' (discount) 60 per cent.	
" parallel (discount) 45 per cent.	

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 and 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
" " 7-16 and larger	55 and 5
Coach Screws, conepoint	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and 5 per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1903, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.

	Cut.	Wire.
2d	4 00	3 25
3d	3 15	2 95
4 and 5d	2 90	2 65
6 and 7d	2 80	2 55
8 and 9d	2 65	2 40
10 and 12d	2 60	2 35
16 and 20d	2 55	2 30
30, 40, 50 and 60d (base)	2 50	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 30 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs $3.15

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 15 p.c..
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c	
" R. H., bright, 80 and 10 per cent.	
" F. H., brass, 75 and 10 per cent.	
" R. H., " 70 and 10 per cent.	
" F. H., bronze, 70 and 10 per cent.	
" R. H., " 65 and 10 per cent.	
Drive Screws, dis. 87½ per cent.	
Bench, wood	per doz. 3 25
" iron	" 4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 75 dozens, 75; Swedes, upholsterers', bulk, 85; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 45 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c.; Rim Fire, Shot Cartridges, 50 and 7½ p.c.; Centre Fire, Shot Cartridges, 30 p.c.; Primers, 25 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 10 p.c.

EMPTY SHELLS.

Paper Shells, 25 and 5; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges	0 70
" and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent.
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75
No. 0, safety	"	4 00

Better quality at higher prices.
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	" "	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch	" 1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras; In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95; f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.72½, per 100 sq. ft.; in 50-ft. rolls, $1.77½, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WOODENWARE.

BROOMS.

Boeckh's 4 string	2 55	3 40
Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHBOARDS.

Cane's, per doz..... 1 10 3 35

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's		6 50

CANVAS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 22	1 00
Awning	0 35	2 50

PUMPS.

Canadian cistern	1 40	3 00
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 10
Pure Manilla		0 11½
"British" Manilla		0 14
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ½ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 09
" double		0 10
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
" 200 lb. and over "			28 00

The Largest Variety of

PLUMBERS' and ENGINEERS' GOODS

LOCOMOTIVE and MARINE BRASS WORK

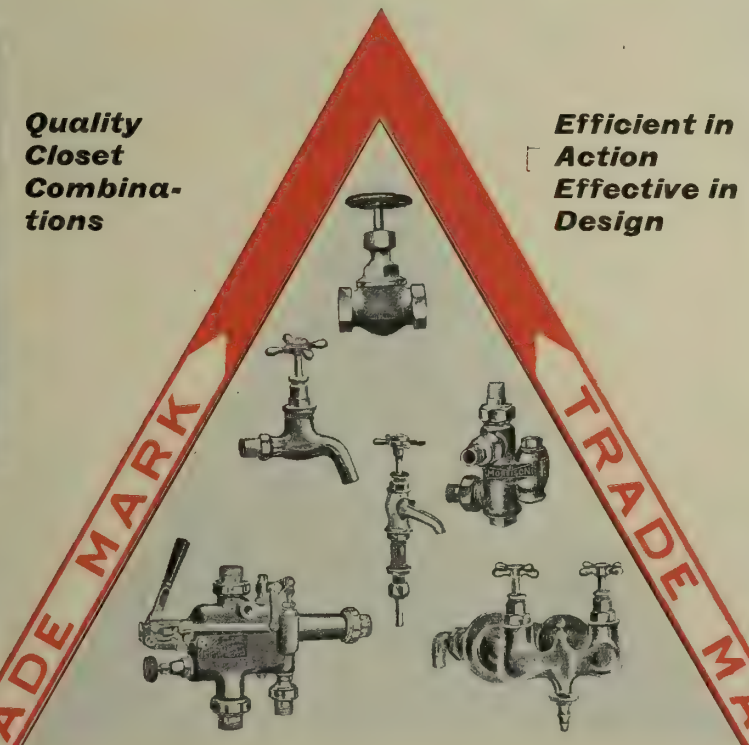
Water Works Service Work, &c.



Quality Closet Combinations

The "ELGIN" Low Down Wash-Down Combination.

Our moderate priced outfit contains Tank with our improved high-up Ball Cock, positive action. Made in one grade only.



Efficient in Action Effective in Design



The "ASTORIA" Syphon Set Low Down Combination.

Highest grade outfit. Has large square back bowl with extra deep water seal, extra large J.M.T. tank with our improved ball cock (noiseless) highly polished woodwork.

A FEW J.M.T. SPECIALTIES

J.M.T. Cushion Disc Bibb — J.M.T. Valve — J.M.T. Injector

J.M.T. Locomotive Injector — J.M.T. Cushion Disc Basin Cock — J.M.T. Cushion Disc Bath Cock

J.M.T.

REGISTERED

J.M.T. Goods are noted for their Efficiency and Durability

USED FROM COAST TO COAST

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West., TORONTO

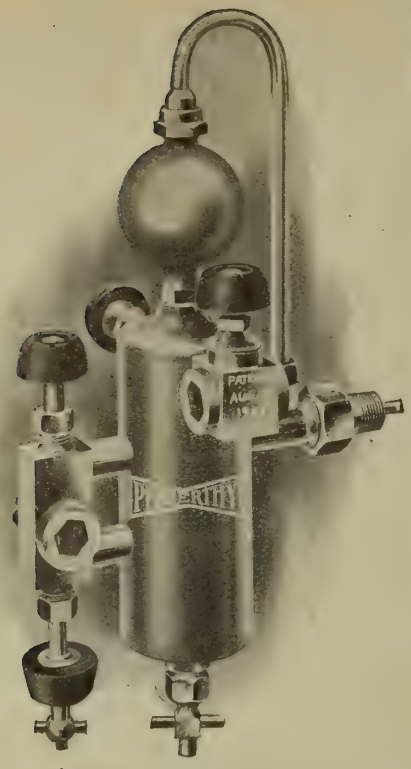
TRADE PENBERTHY MARK.

STEAM LUBRICATORS

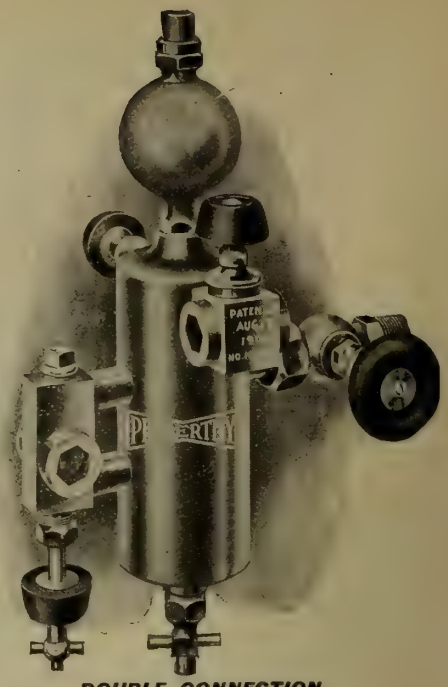
ARE THE BEST

No glasses to break, no extra valves to bother, no freezing in cold weather, no trouble to connect.

They are made in Canada.
Write for descriptive circular



SINGLE CONNECTION



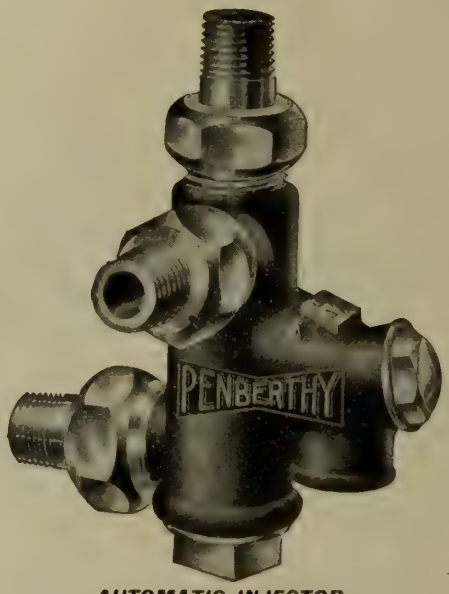
DOUBLE CONNECTION



"SALUTE"
For Stationary Bearings.



"SHORT STOP"
Brass Shell to Protect Glass.



AUTOMATIC INJECTOR
"They Always Work"



"SAFETY"
For the Crank Pi



"SULTAN"
For Gas Engine Cylinders.



Plain Engine Lubricator
Heavy and Durable.



"SAMSON"
For Marine Engines.

PENBERTHY
BRASSES
DO GIVE
SATISFACTION

Manufactured Only By



"SILEX"
It Feeds Itself.



Plain Steam Whistle
With or without Valve.

Penberthy Injector Co., Limited, - Windsor, Ont.

—What's the matter with a square deal for the dealer; what's the matter with the dealer making some money out of house paint?

Why not stop being a distributing agent for some paint manufacturer and be in truth a paint dealer and get the profit to which you, as an independent merchant, are entitled?

House Paint should be one of your most profitable lines—the demand is constant—but the whole trouble has been that, in most cases, there has been no money in it—for the dealer.

The margin of profit has been too small. You have been forced to buy higher and higher each year, and you have had to sell low.

You have worked hard all year, you and your clerks, talking, pushing, advertising some paint line, and when the season was over, after figuring up the extra time, floor space, rent, cost of doing business, etc., you found profits so small—well, sometimes you couldn't find them. Simply been distributing paint and "swapping dollars."

Perhaps, though, you did a big business. Sure. But who for? You or the other fellow? Whose bank account did you swell?

Good trade ought to mean good money; if it doesn't, it's bad business. You are in business to make money—to make dollars.

Our offer to the dealer is Paint-at-a-Profit—house paint that the dealer sells at a profit—every dollar's worth of business showing a good honest profit.

That's one reason why you never found a dealer who had once handled ROBERTSON'S PURE PREPARED PAINT that ever gave it up.

Quality?

The highest. Guaranteed absolutely. Anxious to have you test it against any other paint product on the Canadian market and let you be judge and jury.

That's another reason why if you once handle ROBERTSON'S PURE PREPARED PAINT you always handle it.

Now, there are a few agency points in Ontario still open.

If there is no Robertson Agency in your town, write us to-day for quotations and our Paint-at-a-Profit offer.

DO YOU KNOW TOGO-LAC? Write us about it. It has all the good qualities of all other high-grade varnish stains and has this great characteristic; it is held in suspension—always ready for use—needs no stirring—always uniform—does not settle, clog nor spread unevenly. A splendid money-making specialty for the dealer.

ARCTIC WALL FINISH. Wall paper is rapidly passing out of use—not only unfashionable but unhealthy. Arctic Wall Finish decorates in dainty tints and gives a soft, velvety finish. Made in many shades. Get prices for your trade.

We make a full line of Paints, Varnishes, Colors and Lead, for the dealer, and quote on a Paint-at-a-Profit basis.

THE JAMES ROBERTSON CO., LIMITED

TORONTO, ONTARIO

The B. Greening Wire Co.

ESTABLISHED 1859

Office and Works :

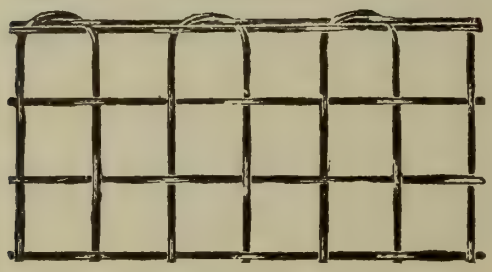
HAMILTON ONT.

A FEW SEASONABLE LINES :

Eastern Depot:

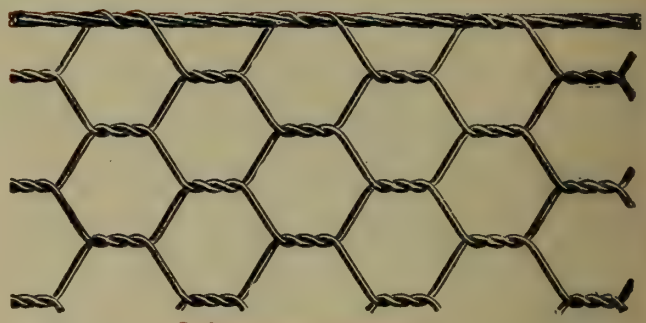
442 St. Paul St.

MONTREAL



Wire Cloth

Copper, Brass, Steel and Galvanized. All meshes and strengths, for all purposes.



Galvanized Netting

for all purposes. All meshes, widths and strengths in stock.



Brown's Patent Steel Wire Chains

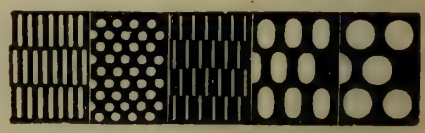
Coil, tie-out, halter and dog chains, etc. Special chains made to order.

WIRE

Steel, Plain and Galvanized. For hay baling, fencing, coppered spring, coppered soft, tinned mattress and broom, galvanized hard coiled fence wire.

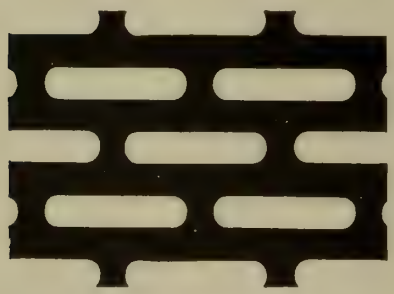
Painted Screen Wire Cloth

All widths—18 to 48 in., kept in stock.



Perforated Sheet Metals

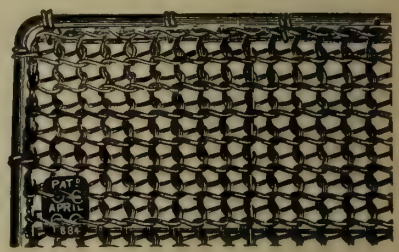
Zinc, Copper, Brass, Steel, Galvanized Iron. For all purposes.



Bee Zinc

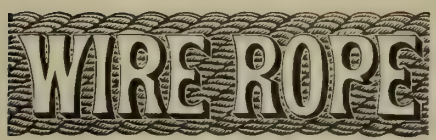
In sheets 36 x 96-in.





Steel Wire Door Mats

Most sanitary and durable mat on the market. Made either plain or lettered.



Wire Rope

Standard and Lang's Lay. For derrick use, passenger and freight elevators, mining tramways and other purposes.

Greening's Patent Cattle Chains

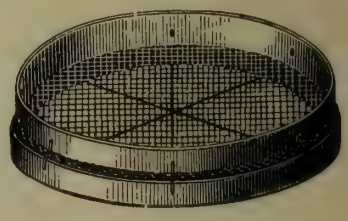
and stall fixtures. Samples now ready for Fall trade.

Staples

Galvanized Fence and Poultry Netting—Bed and Blind—Electrical, etc.

Trace Chains

Improved quality.



Foundry Supplies

Riddles, Steel Brushes, Bellows, Shovels, etc.

Wire Rope for Hay Forks—Full particulars on application.

Are You Quite Satisfied?

with the NET profits you've been making out of your furnace agency? Have you ever thought that your floor space, your time and your salesmanship might bring you more money were they applied to a better line of furnaces? This is a possibility well worth your attention. If you look into the matter you'll probably come to the conclusion that IT PAYS BETTER TO SELL

PEASE ECONOMY FURNACES

than any other kind.
Pease furnaces pay you a handsome profit on each sale. That profit is NET because there are no deductions to be made for time lost in attending to complaints and setting wrong things right. Your customer will never complain if you sell him a Pease furnace—because there's nothing to complain about. Nothing so eats into the profits of a furnace sale so much as exchanging and refixing this, that and the other part.

An Agency for
Pease Economy Furnaces
is an ideal one.

for you if you would sell furnaces which stay SOLD, giving your customer complete satisfaction, and bringing you good, continuous profits.

Now is the time to make a change for the better. Write us about it.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG



'Cross Counter Talk No. 3.

Overcoming Prejudice Against Prepared Paint

Customer—"I don't want anything more to do with prepared paint. I used some once and it was not at all satisfactory."

Reply—"That's not reasonable, sir, and I'll tell you why. Probably you have bought at least one suit of clothes in your lifetime that did not give you good service. Did you resolve, after that experience, to wear no more clothes? No! it made you careful to avoid the kind of clothes that gave poor service and the store that sold them to you, and to buy only good, standard clothing at a fair price from a reputable dealer. Now, it's no more reasonable to class all prepared paints with the one that gave you trouble. From good to bad there are varying degrees of quality in paint. Some are not worthy the name of paint. But when you use a well known, reputable paint like S. W. P., which has been used with success throughout this section of the country for years and years, you can be sure of getting as good results as it is possible to produce on your buildings."

If you are not an S-W. Agent write us today for interesting information.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.
326

WHITE LEAD BUYERS, ATTENTION

205 ST. JAMES STREET

CANADIAN STANDARD

THE WHITE LEAD PAINT CONTAINED IN THIS PACKAGE IS GUARANTEED BY THE WHITE LEAD ASSOCIATION OF CANADA TO BE ABSOLUTELY PURE.

THE WHITE LEAD ASSOCIATION OF CANADA — GUARANTEED PURE LEAD AND OIL

John Hoyles
Accountant and Trustee
Secy. of the Association

MONTREAL 479001

THIS LABEL GUARANTEES THAT THE CONTENTS ARE UP TO THE GOVERNMENT STANDARD

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

There's One Name

in every line of manufacture that stands out against all the rest—that is synonymous with unquestioned supremacy. To carry the article having this prestige is not only to secure to yourself the added profits it makes possible, but to have the satisfaction of knowing that competition of quality cannot possibly reach you.

In the house decorator's mind, it is

The STAUNTON Line
SUPERIOR WALL PAPERS

that have achieved this distinction. It is a wise retailer who buys so well that his customers feel that they too have chosen with wisdom.

Go through your stock to-day—sort up—and send us an order that will bolster those weak places and bring your racks into such shape that you can meet without apology requests from customers to see wall-papers. A postal card with the pattern numbers will do—or we'll send you samples to choose from if desired.

STAUNTONS, Limited
931 YONGE STREET, - TORONTO

THE CANADA LINSEED OIL MILLS LIMITED
MANUFACTURERS OF
WARRANTED PURE LINSEED OIL
TRADE MARK
MONTREAL.

We are always in the market to buy EMPTY OIL barrels.

LUCAS

IMPERIAL FRENCH GREEN

is for straight work on shutters, blinds, etc. It is strictly a body green and the only one that retains its clearness of tone and

DON'T TURN BLACK

See that the label contains the name

LUCAS

as this is the only
GENUINE FRENCH GREEN

Sold Dry or Ground in Oil.
Send for Prices.

JOHN LUCAS & CO.

Dept. O.

328 Race Street, PHILADELPHIA, U.S.A.

Price Always Counts

with the economical customer; and when you recommend

MOORE'S
Pure Linseed Oil H.C. Paint

you can do so on the ground of high quality combined with moderate price. There is more quality in Moore's paint because we spent our money on the paint instead of in extensive advertising. Test Moore's Paint yourself by painting a clean board with one coat. Note the easy flow and the perfect coating as well as the true and brilliant color.

You can get the painters' orders by selling

MURESCO WALL FINISH

Lots of painters have told us—are doing so all along—that Muresco is the most satisfactory wall finish they ever used. Easy to apply—never shows laps, never flakes, peels or rubs off.

SEND TO-DAY FOR COLOR CARDS.

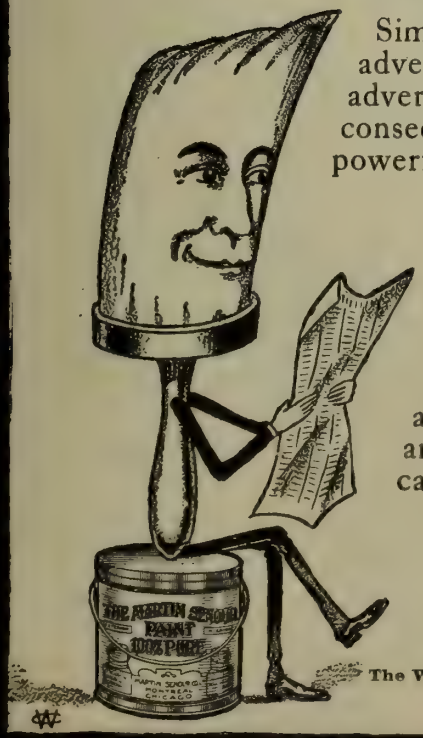
BENJAMIN MOORE & CO., LIMITED

New Office and Works: TORONTO JUNCTION, CANADA

New York, Chicago, Cleveland, Carteret, N.J.

Emerson & Fisher, St. John, N.B., Selling Agents for New Brunswick; A. M. Bell & Co., Halifax, N.S., Selling Agents for Nova Scotia, Prince Edward Island and Newfoundland.

PAINT PUBLICITY



Simply stocking up isn't going to sell goods. They must be well advertised. **Martin-Senour Paint** is a good seller because it is well advertised, and dealers who handle it become well advertised in consequence. Back of every dealer in **Martin-Senour Paint** is the powerful advertising machinery of the manufacturers who carry on

An Active Campaign

and help you to push sales. That's one reason why **Martin-Senour Paint** is such an attractive proposition for dealers. Its makers give it the right kind of paint publicity. Then there are other reasons. Write for our special proposition to agents and we will gladly explain our methods and show you how you can make money handling **Martin-Senour Paint.**

The MARTIN-SENOUR CO., Ltd.

Pioneers of Pure Paint

142-144 Inspector St., Montreal

2514-2522 Quarry St. and Archer Ave., Chicago

The Winnipeg Paint & Glass Co., Ltd.
Winnipeg

The Maritime Paint & Varnish Co., Ltd.
Halifax, N. S.

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED







THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

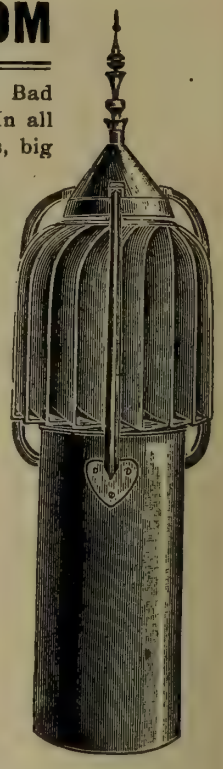
THAT STUFFY ROOM

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places, such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901

Messrs J. W. Harris Co., Limited
Montreal

Dear Sirs,

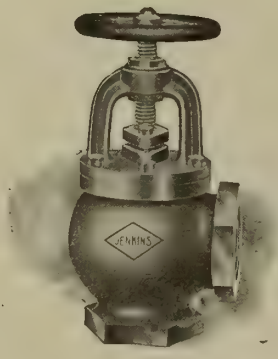
I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

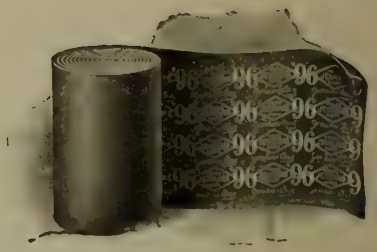
Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

THE J. W. HARRIS CO., LIMITED

General Contractors - - - MONTREAL





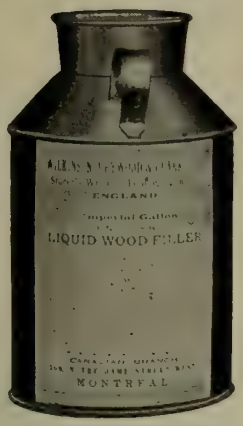


Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E.C.



DON'T FORGET



our Paints are pure Paints, and in handling them you have the satisfaction of pleasing your customers, and at the same time making good money for yourself. We put nothing but the best materials into all our lines, with the result that two coats will equal three of any cheaper article. They retain their brilliant, fresh appearance for a long period and come up to the expectations of your customers.

Pure Paint Pays

FALCON TRADE MARK

Pleasing Profits

Many manufacturers **claim** these qualities for their goods, but we would like the chance to **prove** them. Won't you let us have a sample order?

Ready Mixed Paints

in Two Grades

Falcon and Diamond

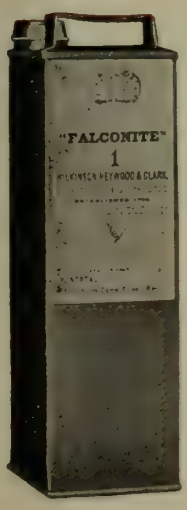
Petrifying Liquid

For damp walls, hospital wards, etc.

Phasantite
An ideal water paint.

Falconite
White Enamel of high grade.

Lackerite
Our new varnish—stains in 12 colors.



ESTABLISHED 1796

Wilkinson, Heywood & Clark

LIMITED

300 Notre Dame St. West, Montreal

FRANCIS C. REYNOLDS, Canadian Manager

Branches and agencies all over the world



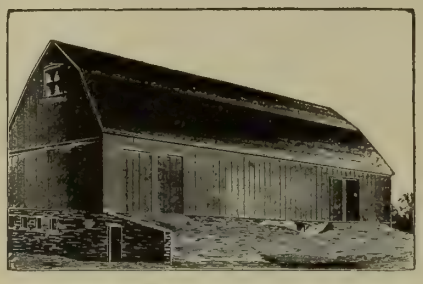
Are You In A Position To Supply A Big Demand For

ALABASTINE

As the months roll on the demand for Alabastine grows larger and larger, at the rate the orders are at present flowing in the sale of this popular product will reach a gigantic scale during the house-cleaning season. Are you in a position to reap a share of the profits resulting from this huge demand? Have you a complete line of Alabastine? Better fill in the gaps at once. Beware of the whiting and glue preparations, which are dead ones. The people want Alabastine—the sanitary, durable, gypsum rock wall coating—and it pays to give the people what they want.

Cloth Banners, Counter Show Cards, Tint Cards, Our Superb Catalogue, "Homes, Healthful and Beautiful," Handsome Two Sheet Posters and other literature liberally supplied to all who handle Alabastine. We will certainly do our part to bring the profitable Alabastine trade your way.

The Alabastine Co., Limited, - Paris, Ont.



Our Patent Metal Ends make our roofing easier and better to handle.

"Brantford" "Roofing"

doesn't stick in the roll. Comes complete with nails and cement, and clear instructions how to lay it. The neatness of its "get up" makes it a ready seller, especially when backed up with such superior quality. Write for samples and agency for your town.

Brantford Roofing Co. Limited

Brantford, Canada

Montreal Agent; Chas. A. Sullivan.
Winnipeg Agents; General Supply Co., of Canada, Limited.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Ramsay's Paints



To you Sir!

To every agent for Ramsay's Paints; we give you greeting on this annual spring opening of the Paint Trade for 1908. It comes in hopefully after the trying financial scare, and the times are big with opportunity. An enormous amount of money will be spent in new development work in Canada this year which will be felt in every district of the country. It is time then to be cheerful and look for increases along all lines of trade. We must think increase --we must talk increase, there must be increase. What was your paint trade in 1907? It can be increased in 1908. We will work with you if you want to prove it. We have helps that will bring business. Think it out. How much do you want to increase your business? Then write us, and we will work together. It means money for you.

And to you who have never handled Ramsay's Paints do you want a paint trade? Do you want to increase any paint trade you have? write us

A. RAMSAY & SON COMPANY
The Paint Makers
Montreal

Est'd.
1842.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO. Limited

MONTREAL

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.

Why Take Chances?

Your reputation is at stake when you sell a customer a tin of Varnish for a certain purpose. If the Varnish disappoints, your reputation suffers. Why not protect it by stocking **ELASTILITE,** that good old reliable that always pleases and that is imitated by many but equalled by none. Elastilite Varnish for inside or outside work.

Put up in ½ pints to 1 gallon cans.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.



Natural Colors

Ours are natural colors made from the best materials, all ready for use.

A good lasting paint, one which makes and holds customers.



Eight hours will dry it.

P. D. DODS & COMPANY

Montreal

THE
CANADA PAINT
COMPANY, LIMITED.



VARNISHES
PAINTS
AND
COLORS

MONTREAL
TORONTO
WINNIPEG

The Canadian Bronze Powder Works

R. E. THORNE & CO.

N.B.—During 1907 we have doubled our capacity.



All new machinery to meet growing demand.

Manufacturers of High-Grade

Bronze Powders and Liquids, Gold Paints

Montreal Works at Valleyfield, Que. **Toronto**

When You Think Of Tins

Strong, Durable, Always Reliable, think of the Acme Can Works, to the fore in the Tin Industry of Canada. Always in the lead where you can see us.

Capable of making 150,000 cans a day.

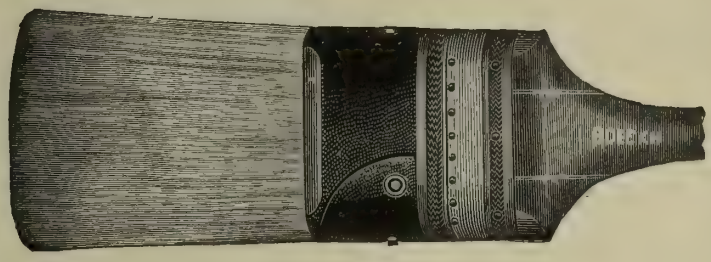
You can reach us by addressing:

ACME CAN WORKS

MONTREAL

Sell only "Guaranteed Goods"

BOECKH'S CELEBRATED BRUSHES



are guaranteed absolutely, are always reliable and as represented.



UNITED FACTORIES, Limited, - TORONTO, ONT.



THE SMOKE

has cleared away and we are doing business in our new warehouse with a brand new stock of **Martin-Senour 100% Pure Paints, Varnishes, Oils, Etc.**

We have also installed a new **Art Glass Plant** more complete and up-to-date than before.

All orders entrusted to us will have prompt attention.

The Winnipeg Paint & Glass Co.

CALGARY WINNIPEG

This is the Home of High Grade

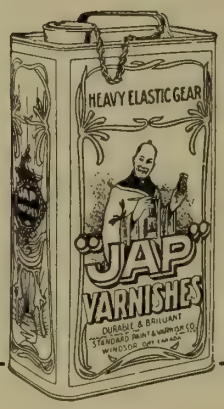


PAINTS AND VARNISHES

WAGNER'S CARRIAGE PAINT

is Canada's leading carriage paint. Nothing on the market can equal it for painting anything—indoors or out—which calls for a rich, durable gloss finish. The price and the profit will suit your customer and you equally well.





JAP VARNISHES

Have you ever handled these varnishes? They are profitable because they give real satisfaction in any case where a good, elastic varnish is required.

A TRIAL ORDER WILL CONVINCE YOU

NEW ERA PAINT

is an absolutely pure house paint, composed of carbonate of lead, oxide of zinc, linseed oil, turpentine and turpentine drier, and the necessary colors. One gallon will properly cover 350 sq. feet with two coats. It's good appearance lasts a long time, because New Era Paint is durable. Price right, too!



We manufacture all kinds of barn and machinery paints and varnishes, and guarantee satisfaction both as to quality and price. WE SOLICIT YOUR ENQUIRIES.

Standard Paint & Varnish Works Co., Limited

WINDSOR, - - - ONTARIO



Mr. Paint Dealer:

Sit up and think what a Martin-Senour agency means to the future of your paint business. Let us put this sign on your window and start you on the road to a successful paint trade.

Write us to-day for our special proposition to agents.

THE MARTIN-SENOUR CO., Limited

MONTREAL - CHICAGO

SENOUR'S FLOOR PAINT



25 Years' Experience

Making floor paint our specialty puts us in a position to produce an article as near perfect as it can be made.

Senour's Floor Paint

enjoys the largest sales and is the best advertised and the biggest money-maker for live, up-to-date dealers of any paint specialty on the market.

Write for our special proposition to agents.

The

Martin-Senour Co.
Limited

Montreal and Chicago

Pioneers of Pure Paint.

Consider the Effect,

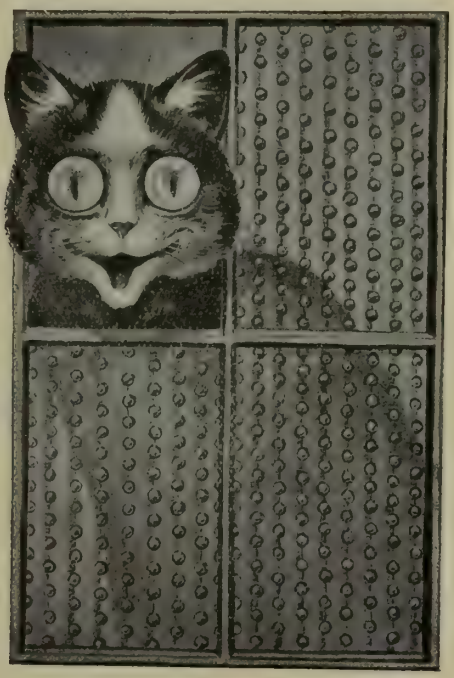
BOTH DAY AND NIGHT,

IN PLANNING A HOME, OFFICE OR SHOP DO NOT OVERLOOK THE DECORATIVE EFFECT OF THE GLASS WHICH IS TO BE USED IN THE WINDOWS, DOORS, PARTITIONS, SCREENS, ETC., EXERCISE YOUR OWN JUDGMENT IN ITS SELECTION.

TRY

"CAT'S EYE GLASS" REGD. MARK

"An entirely new type of Obscure Glass. A decided departure from the common sameness of the ordinary figured rolled patterns."



Very Substantial. Not Expensive. No Crevices in Which Dust Can Collect.

SUPPLIED IN SQUARES OR SHEETS BY

Hobbs Manufacturing Co., Limited

Manufacturers and Importers of GLASS of every description for Building Purposes.

LONDON, WINNIPEG,
TORONTO, - - - - CANADA

SEND FOR A SAMPLE OF THIS SCIENTIFICALLY ARRANGED GLASS, AND EXAMINE ITS NOVEL AND BRILLIANT APPEARANCE INCREASES THE LIGHT SLIGHTLY.

NOTE—In ordering kindly specify which measurement is the height.

"Seeing is Believing"

¶ As the Ross Sporting Rifle represents the best in modern rifle manufacture, the highest grade materials and minute accuracy in workmanship, it is to your interest to learn fully about this Canadian Rifle—

¶ The Ross Straight Pull 303 Sporting Model M is one of our leaders to retail at $26. The barrel is the celebrated Ross high pressure, non-fouling, gun-barrel steel — The breech action is dependable.

Our representatives are now demonstrating the merits of this rifle—It places you under no obligation to drop us a line to make sure you will be on their calling list.

Our advertising policy is co-operative.

THE ROSS RIFLE CO., - QUEBEC

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

HEAVY AND SHELF HARDWARE

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

Allan, Whyte & Co.'s Wire Ropes
Dodge Wood Split Pulleys
Imperial Cotton Duck
Scotia Ready Mixed Paints

GENERAL OFFICES AND WAREHOUSES, - 174 to 196 LOWER WATER STREET

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

The White Mop Wringer



This Trade Mark

WHITE PERFECTION MOP WRINGER IS THE STANDARD

Guarantees Satisfaction.

Properly displayed to your customers will

Increase Your Profits

A stand like this will be sent with wringers, at your request.

Remember—The "White" wrings to satisfy the most critical housekeeper, maid or janitor.

Catalog for the asking.

Made in Canada.

Order direct or of your jobber.



The White Mop Wringer Co.,

Fultonville, New York



We supply a large share of the dealers of Canada simply because

McDougall Pumps are Standard Pumps

and thirty years experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

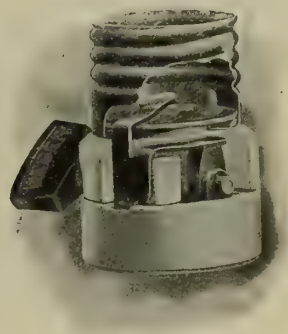
A catalogue for the asking.

The R. McDougall Co., Limited

GALT, - CANADA



MUNDER SOCKETS



ARE REPLACING

ALL OTHER MAKES

ARE YOU SELLING THEM?

MUNDERLOH & CO., MONTREAL

Mistakes and Neglected Opportunities

MATERIALLY REDUCE THE PROFITS OF EVERY BUSINESS

Mistakes are sometimes excusable but there is no reason why you should not handle Paterson's Wire Edged Ready Roofing, Building Papers and Roofing Felts. A consumer who has once used Paterson's "Red Star" "Anchor" and "O.K." Brands won't take any other kind without a lot of coaxing, and that means loss of time and popularity to you.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

E. F. WALTER & CO.

REGISTERED TRADE LW TRUE MARK CELEBRATED

TRUE BRAND CUTLERY.

The above stands for the highest excellence in Pocket Knives, Razors and Scissors.



A Few of OUR LINES that will give YOU A PROFIT and YOUR CUSTOMERS SATISFACTION.

EVERY WRAPPER CARRIES OUR GUARANTEE.

WRITE FOR PRICES. A SAMPLE ORDER SOLICITED.

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Temporary Warehouse

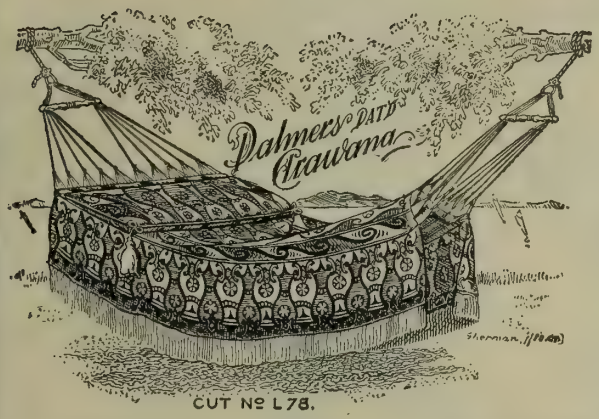
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36" AND 40" NETTING

PALMER HAMMOCKS

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ACCESSORIES



CUT Nº L 78.

Hammock { Supports, Awnings, Trapeze Bars, Mosquito Nets, Hooks, Ropes, etc.

Send for our 1908 Catalog showing 112 colored illustrations.

NEW YORK OFFICE
55 Worth St.

The I. E. Palmer Co.

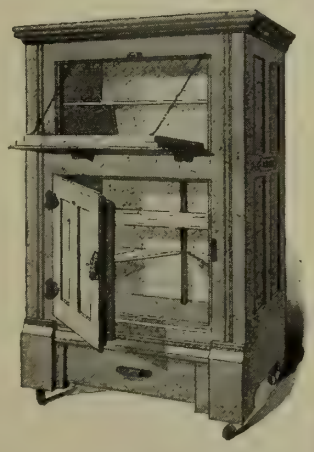
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Canadian Representative:
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7/4 AND 8/4 LENO

"VICTORIA" REFRIGERATOR

Perfect Ventilation
Carefully Insulated
Superior Finish
Trimmed with Solid Bronze Hinges and Locks



Silver Medal: Quebec Exhibition.

Diplomas: Ottawa, Montreal and Toronto.

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THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

Canada Screw Co., Ltd.

HAMILTON

Manufacturers of

WOOD SCREWS *Iron, Brass and Bronze*

Machine Screws	Stove Bolts
Tire Bolts	Sleigh Shoe Bolts
Sink Bolts	Special Bolts
Rivets *In Iron, Copper and Brass*	Stove Rods

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TACKS
WIRE NAILS
WIRE

Wire Spikes *Up to 12 inches long*

Oiled and Annealed Wire
Small Bundles, Soft and Clean in 20 inch coils

Fence Staples

Wire Hoops *Electrically Welded*

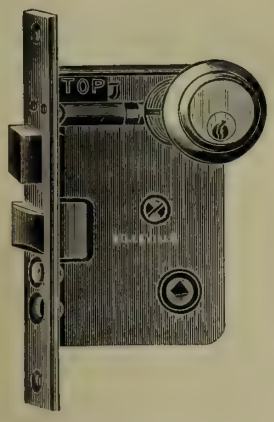
Bright, Annealed and Tinned Fine Wires; Shoe Tacks, Shoe Nails, Shoe Rivets, etc.; Cooper Nails, Barrel Nails, Basket Nails, Starr's Corrugated Steel Fasteners.

Warehouses;

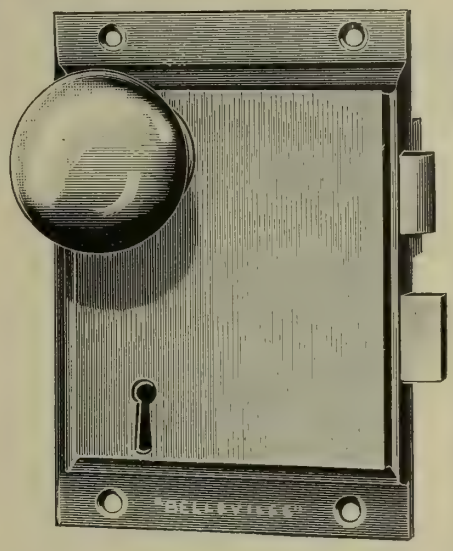
TORONTO **MONTREAL**

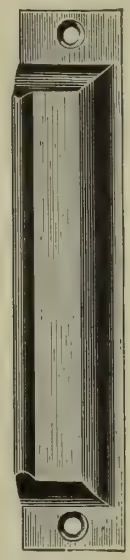
The BELLEVILLE HARDWARE CO.

BELLEVILLE, ONT., CANADA **LIMITED**





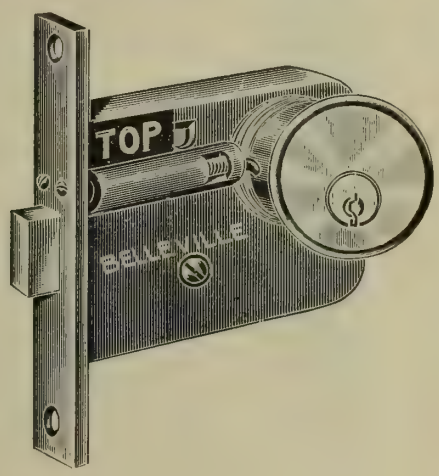






HIGH-CLASS BUILDERS' HARDWARE









Manufacturers of

SHIP AND CAR HARDWARE

Cylinder Sets for Store Door, Front Door and for Office and Bank Buildings, also Hotel Master Keyed Locks.

A large assortment of Mortise and Rim Locks, Door Knobs and Bells, Sash Locks, Hat and Coat Hooks, Front Door, Inside and Bath Room Sets, in Bronze, Brass and Steel, in a large variety of finishes.

BUY "BELLEVILLE" HARDWARE AND GET HONEST QUALITY.

A CATALOGUE FOR THE ASKING.

To the Man Who Our "C" brand

We wish to impress upon you



They are made from the best obtainable material known or used in the world by any maker for the purpose—Swedish Charcoal Steel Nail Rods.

These rods are manufactured in Sweden expressly for our requirements, from selected iron ores, by the Siemens-Martin steel process, using Charcoal as the fuel.

We use the old reliable and most natural process, in forging the nail from the end of the rod while it is at a forging heat. Most of our rivals use the cheaper method, known as the "cold-process," by which the nails are produced by mechanical pressure alone, without the use of heat; the head of the nail formed by being "jumped up" from a rod section smaller than the head. The natural tendency is to crystalize the material in the neck of the nail, and to make it more liable to break off at that vital point.

We believe ours to be the better method.

WRITE US TO-DAY FOR

Canada Horse Nail

Buys or Drives Horse Shoe Nails

some facts regarding them:

The patterns and proportions of our "C" Brand nails are the result of over forty years' experience in catering for the wants of the practical horseshoers in Canada. We have, however, carefully revised our standards and patterns during the past year, and our nails will now fulfil every requirement, and meet the claims made by any other rival maker.



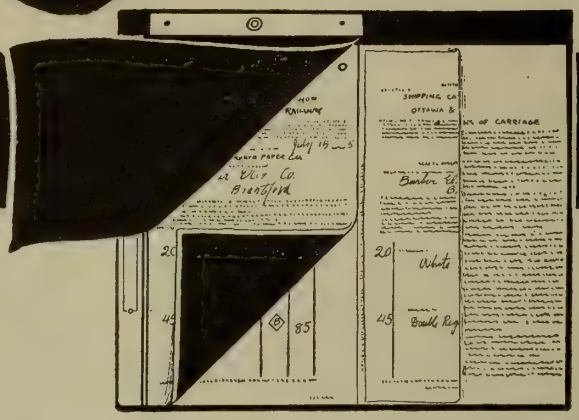
We especially ask you to give our improved new taper Countersunk pattern a fair trial in competition with any nails produced or sold in Canada. They have the maximum strength with the minimum of material, and length for length are equal in count per pound to any. The graduated taper and fine hardened bevel points, enable them to be driven easily into the hardest hoofs. Their great toughness and durability enable the nails to hold the shoe firmly on under the most severe strain, until removal becomes necessary. No better horse nails are made in the world, and they have been "made in Canada" for over forty years.



QUOTATIONS OR SAMPLES

Company - Montreal

Crain



Foldover Shipping Bills

Shipping Order for Railway--Duplicate for Customer --Original for Filing

Show your shipping clerk our Crain Patented Foldover Shipping Bill System and he will wax enthusiastic over it. He will like its neat get up, admire the secure manner in which the wire-stitched pads are held in place and the convenient way the carbon paper is carried by the combination holder.

Customers will not be writing in and asking "on which railway did you ship my goods?" Customer receives duplicate with his invoice, and gets all required information. Shipping order goes to railway. Original, signed by R. R. Agent, is filed on a reference binder.

Complete information in our Foldover Shipping Bill Folder. Write for it.

The Rolla L. Crain Co., Limited, Ottawa, Canada.

Branch Offices: TORONTO, MONTREAL, WINNIPEG.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

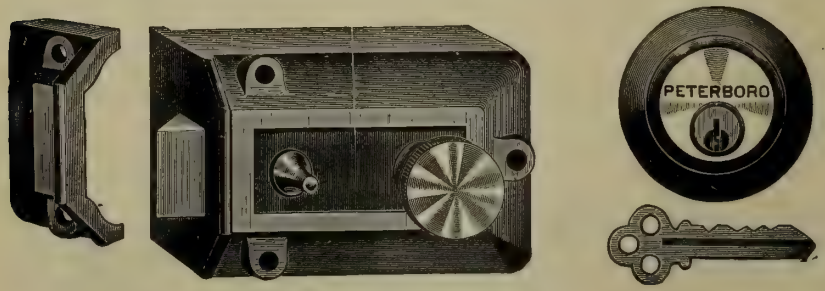
18 Victoria St. - TORONTO

'Phone Main 7363

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The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.



Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
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Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

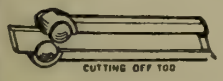
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ARMSTRONG TOOL HOLDERS

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING

DON'T BE MISLED





into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.





ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"
106 N. FRANCISCO AVE., CHICAGO, U.S.A.





ICE CREAM FREEZERS

"The Best Made"

BECAUSE

In practical use they are convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly and produce smoothly frozen creams or desserts with little bother and less work.

They last longer because Pails are of selected white pine and have electric welded wire hoops guaranteed not to break or fall off; cans of heavy tinplate with drawn steel bottoms, the strongest and most durable can made. They have automatic twin scrapers which insure positive and continuous scraping of frozen cream from side of can. All inside parts are tinned, and outside parts galvanized.



THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation



THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results



Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Beside lines illustrated above we make large sizes with fly wheels or pulleys, and Machine Freezers, Ice Breakers, etc.

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

NORTH BROS. MFG. CO., PHILADELPHIA, Pa., U.S.A.

H&R GUNS AND REVOLVERS

are profitable articles for you to handle, Mr. Dealer, because of the extensive advertising and the absolute satisfaction they have given to discriminating purchasers for over thirty-five years.

We are constantly impressing upon the mind of the public—your customers—the superiority of H & R Guns and Revolvers—the simplicity of construction, accurate and reliable shooting qualities, perfect balance and beautiful finish.

Our catalogue tells about our full line and gives valuable selling points.

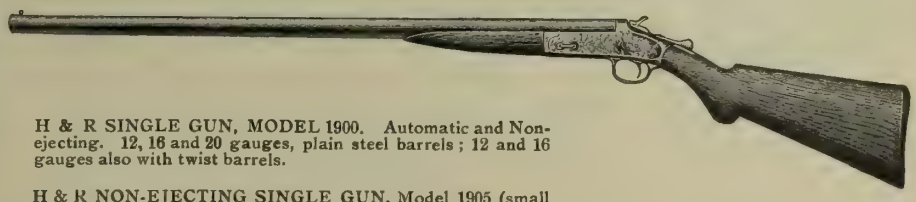
WRITE FOR IT.



Here is the New Target Grip

The realization of a long-felt want. Light, compact, durable—the first combination of a medium-priced revolver with a perfect full grip. The extension hard rubber stock affords a perfect grip. It is fitted to the frame, and by having the regular stocks (furnished extra) can be interchanged for pocket use.

Our new grip prevents slipping and twisting, insures a positively secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in shooting.

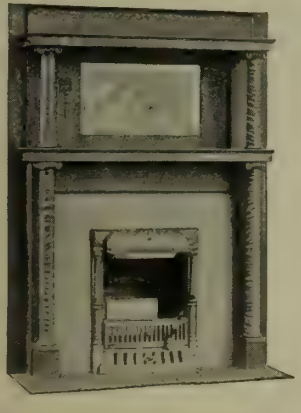


H & R SINGLE GUN, MODEL 1900. Automatic and Non-ejecting. 12, 16 and 20 gauges, plain steel barrels; 12 and 16 gauges also with twist barrels.

H & R NON-EJECTING SINGLE GUN, Model 1905 (small frame). 28 gauge, 44 and 45 calibers, plain steel barrels.

HARRINGTON & RICHARDSON ARMS COMPANY

515 PARK AVE., WORCESTER, MASS., U.S.A.



Mantels and Grates

TILES, FIRE-PLACE FURNISHINGS, MOSAICS, WALL AND FLOOR TILE,

GAS and ELECTRIC LIGHTING FIXTURES



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

USED ALL OVER THE WORLD — Cut shows No. 2. — WE HAVE MANY STYLES.



Sold by All Progressive Hardware Merchants. Send for prices **W. L. BARRETT,** Mfr., Bristol, Conn., U.S.A.

BARRETT'S STANDARD GLASS CUTTERS

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

"Get Out of The Rut"

Increase Your Profits !



Nothing in years has made such a wonderfully pronounced impression in the trade as our **Dealers' Advertising Campaign.**

Let us tell you how it helps you. Let us tell you how you can increase your profits and your satisfied customers by selling

THE **IDEAL** **Combination Steam Cooker and Baker**

Show us a dealer who has made a big and lasting success, and we will show you a dealer who is always on the alert for new and useful things for his customers.

Our advertisement will be read in the leading publications every month by over **24 million women.**

Our advertising is bringing hundreds of inquiries from every state. These inquiries are immediately referred to the local dealers.

WRITE TO-DAY FOR OUR 100 PAGE CATALOGUE AND PRICES

The Toledo Cooker Co., 1367 W. Bancroft St., Toledo, O.

British Columbia and Alberta Branch: 351 Homer Street, Vancouver, B.C.

TO USERS OF ANTI-FRICTION METALS !

Do you not want the very best and most reliable Anti-Friction Metals?

WE can supply you!

We hold in stock for immediate delivery large stocks of the best BRITISH MADE Anti-Friction Metals known, well approved and used the world over.

ATLAS METAL, - - -	"W. E. Watson's Brand"
ATLAS METAL, - - - -	"T.T." Quality, (Tin Toughened.)
BABBITT METAL, - - -	"W. E. Watson's Brand"

YOU cannot do better, either in price or quality, if you deal with us.

We recommend DEALERS to write us.

If **THEY** will do their best to sell our Metals, we will give them most favorable terms for re-sale.

All orders and enquiries will receive prompt and courteous attention from

THE CANADIAN FAIRBANKS CO., LIMITED

Montreal Toronto St. John Winnipeg Calgary Vancouver

Roofing Nails

Roofing Nails

THE LATEST TRIUMPH

No more worry about Roofing Nails. Our Galvanized Roofing Nails give you and your customers satisfaction.

Every detail of manufacture is carefully attended to. The result is Perfect Nails, coated with pure metal.

Our prices leave you a wide margin of profit.

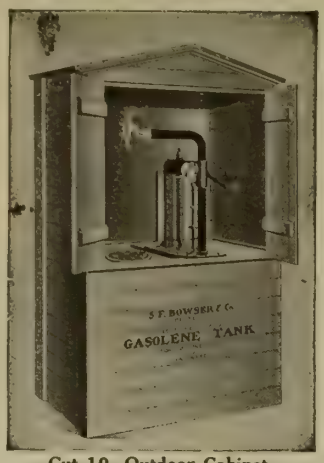
Samples and quotations will tell the story.

WRITE TO-DAY.

The range of Shoe and Carpet Tacks deserves investigation.

E. W. Hickson
77 York St., - - - Toronto
Selling Agent for Ontario

Bazin Mfg. Co.
94 Arago St., - - - Quebec
Manufacturers of Tacks and Small Nails of all kinds.



Cut 10—Outdoor Cabinet

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

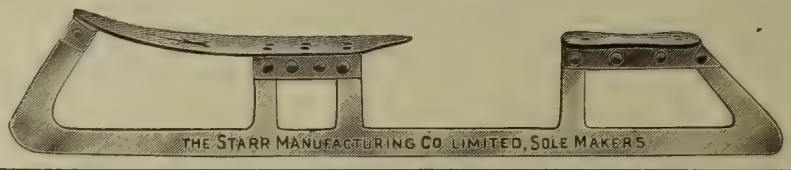
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog V. It's free.

S. F. Bowser & Company, Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.



Velox

This skate has been on the market for Two Seasons and although the season just passed has been an especially poor one for skating, the demand for the VELOX largely increased over that of previous year. It has more than fulfilled the claims made for it when introduced and we are prepared this year for a large demand. The skate is warranted and is used by leading players in league clubs.

Made in sizes 10" to 12" only. The design is copyrighted as is also the word "Velox." Infringers will be prosecuted. List Price, Per Pair, $6.00.

STARR MFG. CO., LIMITED, DARTMOUTH, CAN.

TORONTO BRANCH, 126 WELLINGTON STREET.

GET READY

for the Spring Trade by getting in your Stock of Handles now. Our

Fork, Hoe and Rake Handles

are made of the best Canadian White Ash, nicely finished.

Our Pearson, Climax, Champion and Dictator **Pokes** are the **strongest and best.**

Write for Price List and Discounts.

J. H. Still Manufacturing Co. Limited

ST. THOMAS, ONTARIO

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

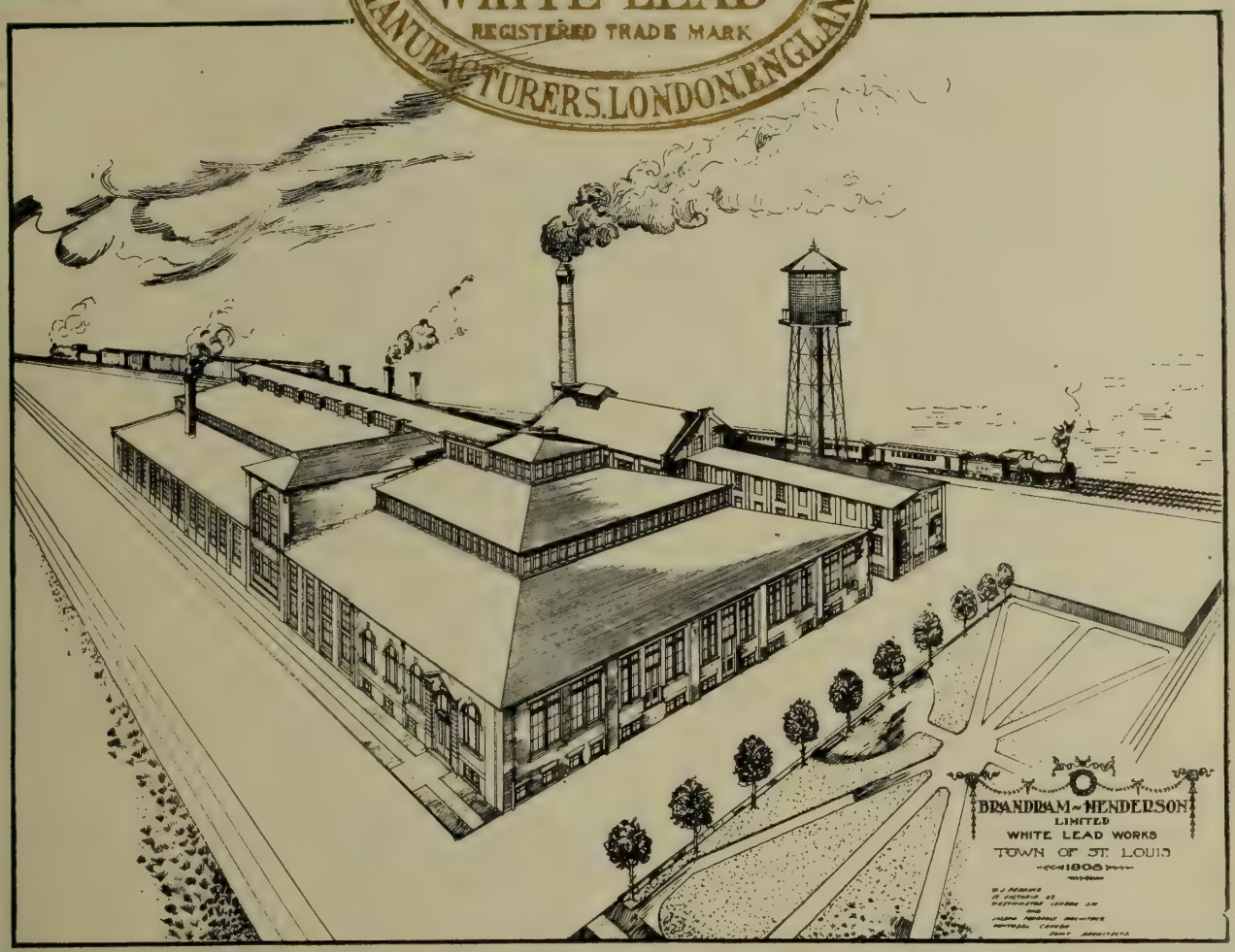
LOCKERBY & McCOMB

65 SHANNON STREET

MONTREAL

BRANDRAM BROS & Co
BRANDRAM'S
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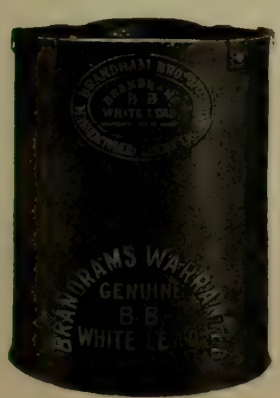
BRANDRAM-HENDERSON LIMITED



The PLANT and The PRODUCT

The New Plant.

A BIRD'S eye view from the architect's drawing of the new Corroding Plant, Paint and Dry Color Factory of Brandram-Henderson, Limited, now nearing completion at St. Louis de Mile End, Montreal, P. Q. The property on which these buildings are situated has a track frontage of about 1000 feet, directly on the main line of the C.P.R. The main building, 300 feet long, and 150 feet wide, is a massive structure of pressed brick and grey stone trimmings. It is practically fire-proof and has a frame of steel and floors of reinforced concrete.



The Main Product.

BRANDRAM'S B. B. Genuine White Lead corroded at these new works, is the standard of the market, unequalled for fineness, whiteness, body, covering capacity and durability. To thousands of people all over Canada, the word "Brandram" suggests White Lead, and the words "White Lead" mean Brandram's. The new works are constructed with facilities to produce 3000 tons of White Lead annually, with provision to increase when required.



BRANDRAM-HENDERSON, LIMITED

Corroders and Manufacturers

MONTREAL, HALIFAX, ST. JOHN, WINNIPEG

Awnings!

Spring is here. Summer is coming and you should be prepared for the sunny days when your window stock is likely to be damged. Secure your awning now.

We have the reliable kind that wears well and long. They are attractive too, put together by men who know the trade.

TARPAULINS and HORSE COVERS

We are large manufacturers of these lines. Send for our prices before ordering.

Capital Tent, Awning and Tarpaulin Co.

OTTAWA, ONT.

SANDERS and PETCH, Proprietors.

Chicago Emergency Goggle



No. 26

Sold by all first-class jobbers in

HARDWARE, JEWELRY AND OPTICAL GOODS

Manufactured by

Chicago Eye Shield Co.

143-145 South Clinton Street

CHICAGO, ILL.

RUBEROID ROOFING

TRADE MARK REGISTERED

"The Recognized Standard of Quality for 16 Years"

To obtain and retain the best class of trade it is essential that only material of superior quality, which can be highly recommended, be kept in stock. Ruberoid is the standard of roofing quality. It has stood the test of time under all atmospheric conditions.

Our Trade is Consistently Increasing Yearly, What About Yours?

if you handle **RUBEROID** we know the answer.

Manufactured by

The Standard Paint Co. of Canada, Limited

Board of Trade Building

Factory: Highlands, Lachine Canal, P.Q. **Montreal, Que.**

VARNISHES OF QUALITY

FOR THE DISCERNING TRADE

Standard House Specialties, Best by Test.
Standard Carriage Varnishes, Standard the World Over.
Satinette White Enamel, The Immaculate Finish.
Lacqueret, Household Lacquer. Eight Beautiful, Translucent Shades and Clear.

Manufactured by

International Varnish Co., Limited
Toronto, Canada

Branch of STANDARD VARNISH WORKS,
New York, Chicago, London Eng., Berlin, Brussels.

To Cement and Concrete Users

"Esco" waterproofing is a colorless liquid which, when applied to exterior or interior surfaces of concrete walls, absolutely waterproofs them and prevents any absorption of water, also salts-proofs them, so they will not discolor or streak.

Cement building blocks treated with "Esco" can be so waterproofed that they will not absorb any moisture. Only one coating of "Esco" is necessary to get results, and one gallon covers one hundred and twenty-five feet of surface.

Local Agents wanted.

For circulars and other particulars apply to

Eadie-Douglas Co.
P.O. Box 438. Montreal

All Steel



Patents allowed
Other Patents Pending.

"Champion" Double Acting Spring Door Hinge

Secures to the lower corner of the door with floor plate on the surface of the floor to swing the door both ways.

MATERIAL, WORKMANSHIP, SUCCESSFUL OPERATION AND SATISFACTION GUARANTEED.

With first order for one dozen sets "Champion" Double Acting Spring Door Hinges we will send free a full size hinge, Antique Copper finish, for door 1⅛ to 1½ inches, mounted on a neat working model.

For Catalogue, prices, etc, Write

The Standard Mfg. Co.
SHELBY, OHIO., U.S A.

CAN WE HELP YOU ?



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Hardware Merchant in Canada

can take advantage of our "want ad." page. Ask yourself.

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but **you must take the first step.**

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates :

2c. per word first insertion.
1c. per word subsequent insertions.
Box Number, 5c. additional each insertion.

Hardware and Metal

MONTREAL **TORONTO** **WINNIPEG**



Lion Brand Paints

Despite the recent disastrous fire which visited our factory we are still to the fore in the paint world. The fire caused but a temporary set back and did not interfere with the filling of our orders in the least. We have in consideration the erection of a splendid, large, new factory where we will put up **LION** and **PEERLESS** Brands Paint, our leaders. These Interior and Exterior House Paints and Floor Paints, and Pure Colors in Oil give universal satisfaction because of their natural excellence which we always maintain.

Ottawa Paint Works

J. M. Young
T. C. Hickman } Proprietors

OTTAWA, - - ONT.

Jardine Hand Drills

New Designs

Get samples of these machines for your show room. They will interest your customers and prove a good investment.

It pays to sell the best Tools.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER



We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.



IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.



The fence that restrains the Wild Buffalo at Elk Island (Government) Park, near Ft. Saskatchewan, Alberta, is Lamb Fence. Twenty miles of Lamb Fence around this park, which contains over Four Hundred Wild Buffaloes, the only large herd of Buffaloes in the world.

If Lamb Fence will hold a Wild Buffalo, it surely will hold the most vicious domestic animal.

Lamb Fence is a fence that will go over any hill or through any valley—a fence with a straight, hard steel upright and a knot that never slips—a fence with wires of even length—a fence made of high-grade steel wire—a fence that will continue to be its owner's pride.

OUR AGENTS ARE PROSPEROUS

They have a line of fence that sells readily and gives entire satisfaction. They have a firm behind them that treats them right in every way.

The H. R. Winnipeg, Man. **LAMB Fence** Co., Ltd. London Ont.

The Hobbs Hardware Co., Limited

London Toronto

ESTABLISHED 1876

Cutlery and Silverware

Sporting Goods and Guns

Builders' and Painters' Supplies



Binder Twine and Cordage

Tools and Implements

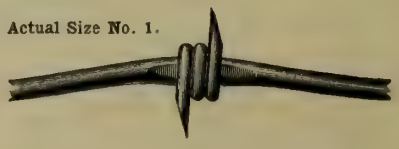
Art and Sheet Glass

Small order or large, we give equal attention to every customer.

Sole Agents for Canada,

Bell Barb Wire

Actual Size No. 1.



IMMOVABLE BARB **PERMANENT ELASTICITY**

It is a single strand of HARD steel wire.

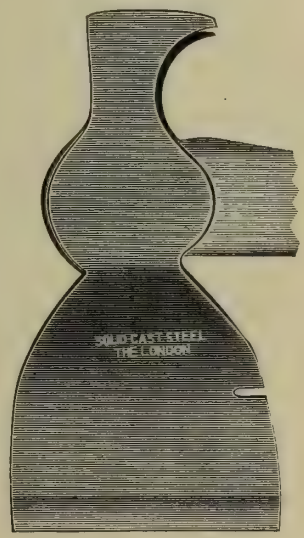
The Hobbs Hardware Co., Limited

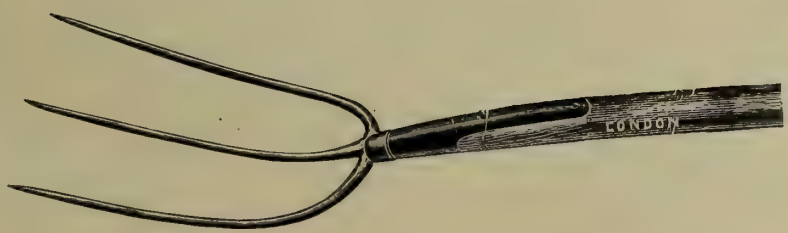
London Toronto

You will find satisfaction as well as saving in buying these goods from us









We aim to treat every customer in such a manner that he will come again and often.

The Hobbs Hardware Co., Limited

LONDON TORONTO

Progress

¶ For generations, year in and year out, you have bought and sold skates—just plain skates. The material has not changed, the design has varied little and for the sake of argument, all makes have been alike. It has remained for a firm of initiative and originality to make a skate different from the other fellows. Can you imagine a New Idea skate, a skate with Character?



Made in Canada

Automobile Skates and Cycle Skates

¶ Consider these peerless and exclusive selling points: Blades of concave tapered nickel steel—we use nickel steel because of the greater tensile strength and toughness; Tops of aluminum alloy; Weight, ounces less than any other hockey or pleasure skate now on the market; Absolute guarantee against breakage; Superb design and finish. Write for descriptive literature and full range of prices.

The Canada Cycle and Motor Co., Limited

Toronto Junction, Canada;

TORONTO, WINNIPEG, VANCOUVER, MELBOURNE.

We are the Largest Manufacturers of

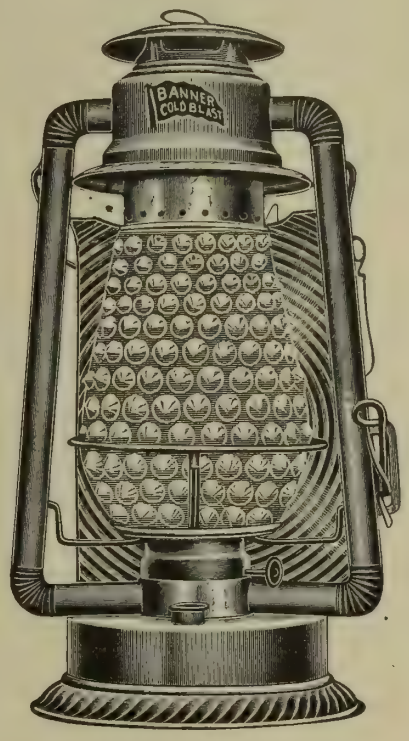
Lanterns and Lamp Burners

in the Dominion.

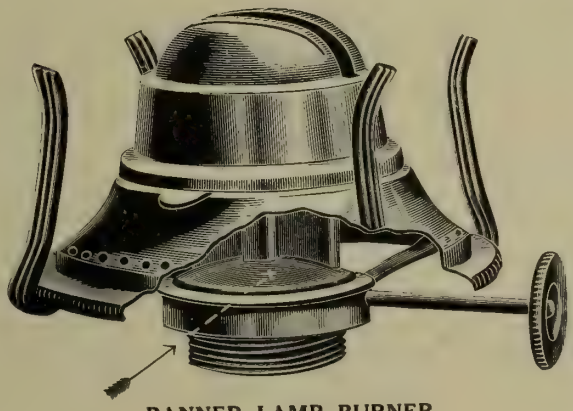


1908 Pattern
COLD BLAST LANTERN

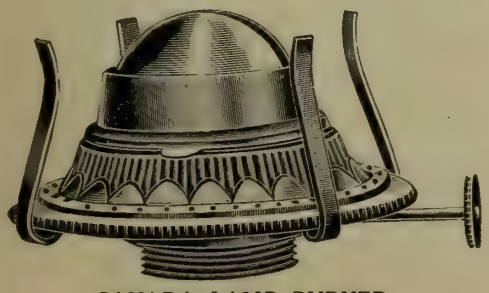
BANNER
TRADE MARK.



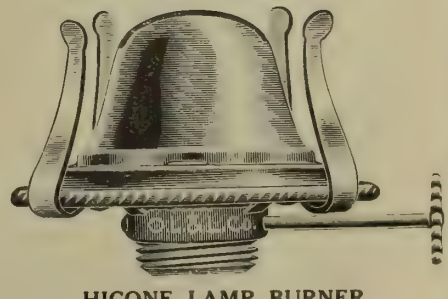
BANNER DASH LANTERN
with Prismatic Globe.



BANNER LAMP BURNER
(Note Covered Screw Part.)



CANADA LAMP BURNER.



HICONE LAMP BURNER.

Orders Solicited through the Jobbing Trade.

Ontario Lantern & Lamp Co., Limited, - Hamilton, Canada

H. BOKER & CO.'S

RADIUM DOUBLE-ACTION STROPPING MACHINE

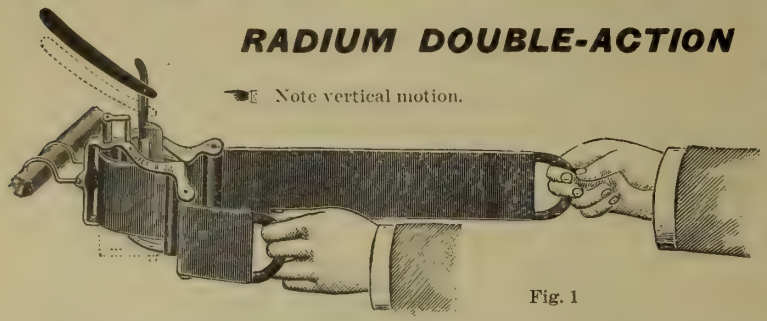


Fig. 1

With the Radium Double-Action Machine, when you pull the strop the razor moves vertically, and the strop laterally (see Figure 1), giving heel to toe movement, representing a perfect imitation of the skilled barber's hand.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES

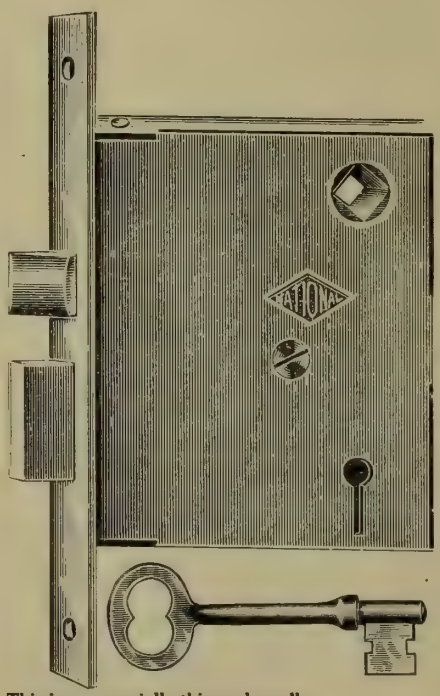
Wheelbarrows

All kinds and sizes. The cut reproduced here is just of one of the many, but the kind every contractor should use. The substantial, satisfactory, steel tray Contractor's Barrow.



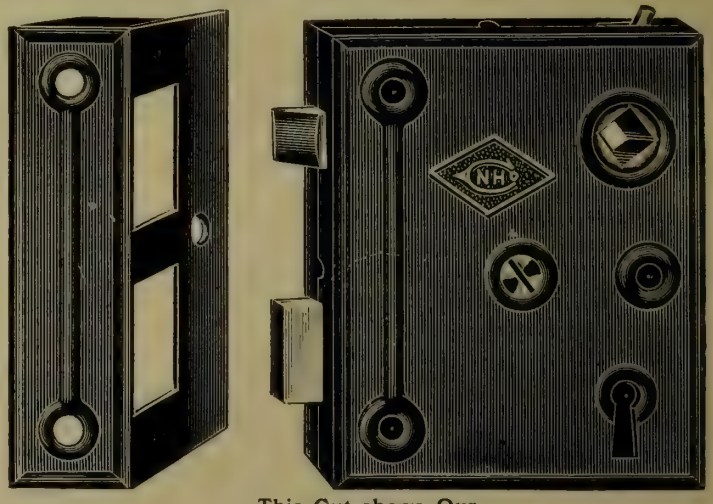
The London Foundry Co.

LONDON, CAN.



WE CAN SUPPLY YOU

with brisk-selling, reputation-making Builders' Hardware at the right prices for continued good profits. In **PRESSED STEEL GOODS, LOCK SETS IN CAST BRONZE,** and in all stamped lines our stock is very complete, the designs being new and very attractive.



This is an especially thin and small

MORTISE LOCK

Particularly adapted for light, thin doors, yet having all the strength of a much heavier lock.

This Cut shows Our

NEW STEEL RIM LOCK No. 3800

The only Steel Rim Lock manufactured in Canada. Your reputation no less than your profits will be enhanced by recommending this lock.

ALL THE LEADING JOBBERS HANDLE OUR GOODS ASK YOUR JOBBER!

National Hardware Co., Limited, Orillia Ont., Canada

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer

The Metallic Roofing Co
Limited
Manufacturers
Toronto and Winnipeg

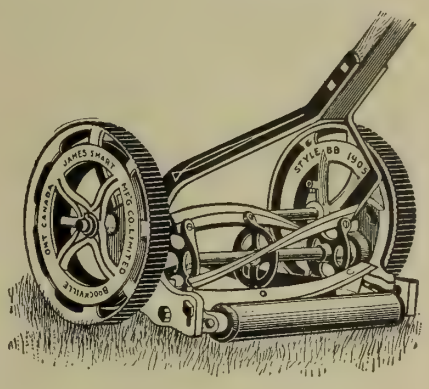
45

SELL THESE LAWN MOWERS

to people who want the highest grade lawn mower made, and make a profit really worth having!

BROCKVILLE LAWN MOWER

Style BB Guaranteed.



Built to meet and keep the quality demand. Four tempered steel, ever-sharp knives, 10½ inch driving wheels, ball-bearings, 12. 14, 16, 18 or 20 inch cut, steel spindles, malleable centres, absolutely unsurpassed in workmanship, handsomely finished in light blue and aluminum bronze. These mowers are so easy running and clean-cutting, as to make lawn mowing a positive pleasure. They cannot be equalled anywhere for long and efficient service.

ORDER NOW FOR PROMPT SPRING DELIVERY

and be prepared to meet the active Spring Demand. Don't risk losing sales by being without Brockville Lawn Mowers!

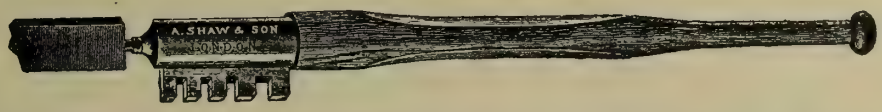
The James Smart Mfg. Co., Brockville, Limited
BROCKVILLE, ONT. and WINNIPEG, MAN.

Coopers' Improved Patent One-Piece Stove Pipe Elbows



The heaviest and BEST STOVE PIPE ELBOW on the market. Measures 23 inches long at the back.
We also manufacture **CONDUCTOR ELBOWS**

E. T. WRIGHT & CO.
Hamilton, Ont.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF IT'S KIND

IMPROVED CARPENTER'S TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

"YANKEE" ROLLER SNAP

THE ONLY ROLLER SNAP WITH A BRASS LEVER SPRING



THE BEST "SNAP" FOR THE BREAST STRAP
Sizes 1¼ 1½ 1¾ 2 inches
Strongest and Safest. Cost You No More

COVERT MFG. CO., TROY, N.Y.

Sewer Pipes, Salt Glazed and Vitrified

True to Size
Impervious to Water
Will Never Disintegrate

Sizes manufactured and always in stock.

4-inch to 24-inch



Chimney Tops
Flue Linings
Wall Coping

Ask for Price List and Discount.

Phone (Tor. connection): Park 1809.

Post Office: SWANSEA.

THE DOMINION SEWER PIPE CO., LIMITED
(THE INDEPENDENT COMPANY)
Works and Office: SWANSEA (Near Toronto)



Accuracy and Quality

We guarantee every "Diamond" Reamer to be accurate to size, and do this because each Reamer as it passes through the various operations of manufacture must conform to micrometer measurements, and is carefully inspected to see that it does.

Not only are "Diamond" Reamers absolutely accurate, but the use of selected steel, and our special process of hardening and tempering gives the greatest wearing and cutting quality.

Made in all regular styles and sizes from Carbon or "W & B." High Speed Steel.

Special dimensions made to order promptly.

TRADE

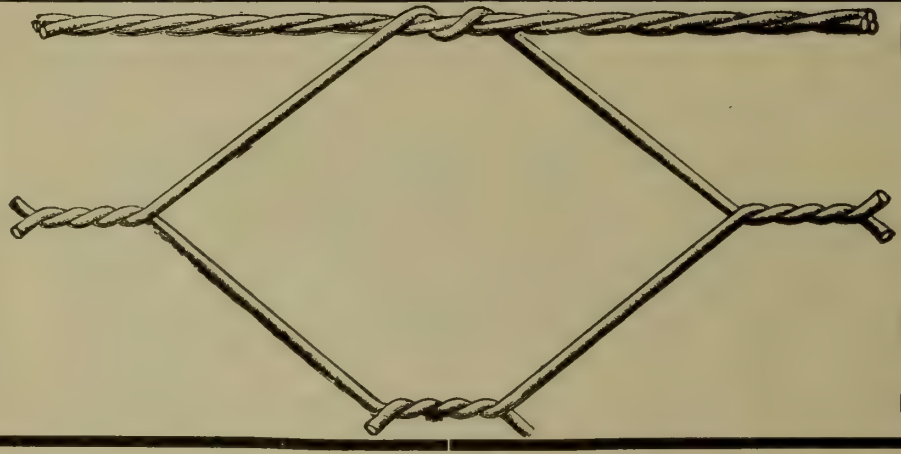


MARKS

THE WHITMAN & BARNES MFG. CO.

CANADIAN FACTORY AND SALES OFFICE

ST. CATHARINES, - - - - - ONTARIO



GALVANIZED NETTING

Two-inch mesh No. 16 wire, selvage top and bottom. All widths in stock, from 12-inch. to 96-inch. This is suitable for Lawn Fencing, Baseball, Tennis, and Football stops or anywhere a cheap, light fencing stronger than Standard Poultry Netting is required.

All widths of Standard Poultry Netting in stock.

PROMPT SHIPMENTS

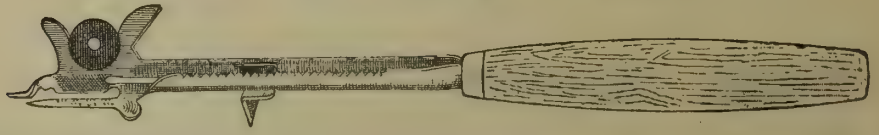
The

B. Greening Wire Co.

Limited

Hamilton, Ont. Montreal, Que.

THE NEW "NOX-EM-ALL" CAN OPENER BEATS 'EM ALL



Opens Round and Square Cans. Peels and Slices Potatoes, Apples, Cucumbers, etc. Cleans and Scales Fish. Sharpens Knives, etc.

Pays for itself in no time. Admitted by everyone to be the

GREATEST HOUSEHOLD NECESSITY EVER INVENTED

OWNED AND MANUFACTURED BY

THE CANADIAN CUTLERY CO., LIMITED

83 BAY STREET, TORONTO, ONT.



"RAPID" AUGUR BITS

are the only Augur Bits having the patented

"Guide Point"

These bits instantly capture the favor of any good carpenter to whom they are shown. The guide point insures an accurate bore, no matter how tough the wood or what the grain of it. Made from a special grade of tool steel, guaranteed strong and properly tempered.

Price List on Request.

The Rapid Tool Co., Limited

PETERBOROUGH, ONT.

The Buffalo Manufacturing Co.

Buffalo, N.Y

When you get our goods you know you get THE BEST



We manufacture

- *Water Filters*
- *Water Coolers*
- *Chafing Dishes*
- *Table Kettles and Stands*
- *Coffee Extractors*
- *Wine Coolers*
- *Nursery Chests*
- *Baking Dishes*
- *Crumb Trays and Scrapers*
- *Tea and Bar Urns*
- *Bathroom Fixtures*
- *Coal Vases and Hods*
- *Candlesticks*
- *Cuspidors*
- *Match Safes, Etc.*

All High-grade and exceedingly Presentable

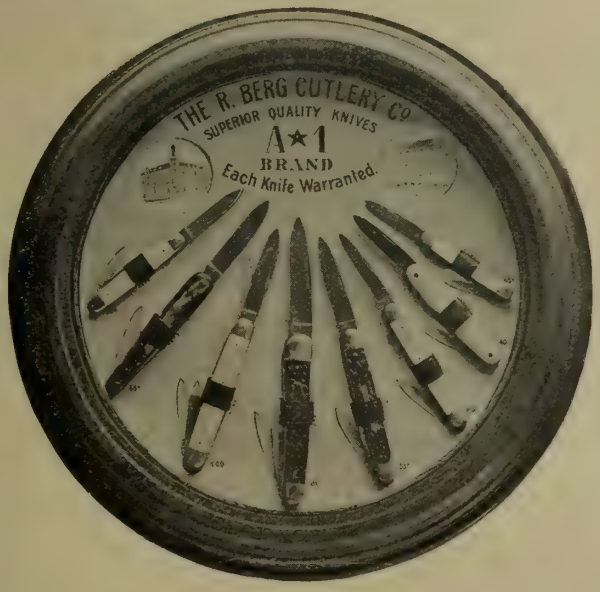
REPRESENTED BY

H. F. McINTOSH & CO.

51 Yonge St.

Write for Catalogue

TORONTO, ONT.



THE R. BERG CUTLERY CO.

This brand on a knife always means **of the very best quality,** and it is quality that sells in this class of goods. If you are one of the very few who do not yet carry this line of cutlery get at once the details of our proposition which we make with regard to the showcase shown in this ad. It will give you a silent **salesman**, profitable **sales** and satisfied **customers.**

ASK YOUR JOBBER FOR INFORMATION

F. W. LAMPLOUGH & CO. 9 DE BRESOLES STREET. **MONTREAL**

The Bedford Manufacturing Company

Manufacturers of

Axes, Scythes, Forks, Hoes, Steel Rakes, Hay Knives and Hand Harvest Tools.

Sole Makers of the celebrated Hand Made Ebony Axe.

Bedford, - Prov. Que.

Mace's
New Departure
Ice Cream Freezer

As Used in Principal Cooking Schools



MR. BUYER—This is good - so good that Montreal took the entire output of our factory, season 1907, without any advertising outside of the Freezers themselves.

They are made entirely of metal.
Freeze with ⅓ the ice and salt.
Freeze twice as quick, and
Freeze with ¼ the labor

of the most up to date Freezer on the market to-day.

Think of It, Mr. Buyer!

it can be frozen with one packing. The reason is this: The Freezer is made in form of double cylinder, ice goes in one end, working around inner cylinder. Cream goes in the other end, **thus no salt or ice** can get mixed in cream.

Made in three popular sizes. Send at once for samples and prices.

A. H. MACE & CO.

746 Notre Dame Street West,
MONTREAL



Every Hardware dealer in Canada can profitably carry our splendid line of Bath Room Fixtures. Display them and they will sell themselves. We make hundreds of different fixtures, singly and in combinations.

Send to us at once for prices, Catalogs and copies of the "Novel."

The

Novelty Mfg. Co.

(Specialties in Metal Goods.)

WATERBURY, CONN., - U.S.A.

We have been appointed sole agents for Eastern Canada for the celebrated

LANSING WHEELBARROWS

These Barrows are well known as the strongest made. Tubular and ordinary frames, extra strong wheels and trays. A very boon to **Contractors and Builders,** and, in fact, anyone needing this class of vehicle.

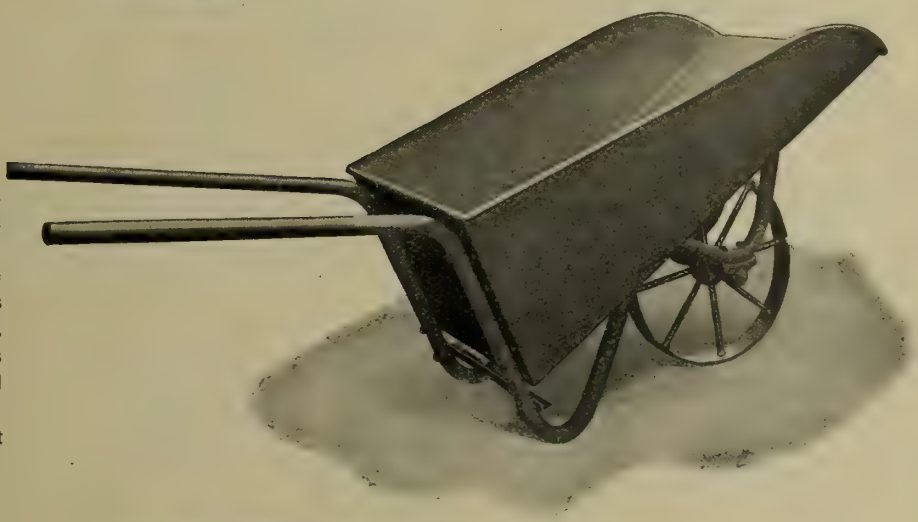


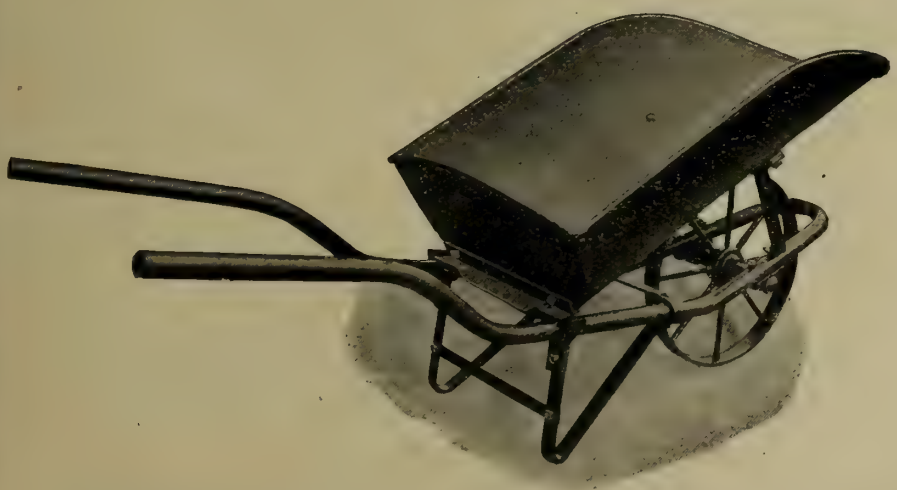
F--2 LANSING STEEL TRAY, with angle steel legs and braces, is an excellent barrow for mortar and wet concrete.

Tray measures 34 x 26 in. and is made of No. 16 specially prepared steel, reinforced at corners and strengthened at top by a 5-16 inch steel rod. Heavy steel wheel 16 in. in diameter. 1 3-4 x 5-16 in. tire and runs on a steel axle firmly held to underside of handles by heavy lugs. Capacity 4 cubic feet. Weight each, 76 lbs.

H--22 LANSING TABULAR, especially adapted for Cement and Concrete. It has stability and carries its large load easily and without strain on the arms for the reason that the bulk of the load is below wheel bearings and handles. On a large variety of work this barrow will be found a time and money saver.

Capacity, 5 cubic feet. Weight 85 lbs. each.





H--21 LANSING TUBULAR, one of the best barrows made for handling Brick, Crushed Stone, Sand, Gravel, Mortar or Cement where quick action is desired. Hangs just right for handling easily.

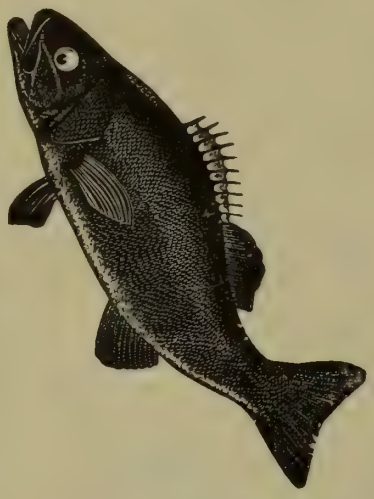
Capacity 4 cubic feet. Weight 80 lbs. each.

We illustrate herewith a few leaders, goods in almost every day demand. Write us for illustrated catalogue and full particulars of liberal trade terms.

F. HYDE & CO., - - MONTREAL

Specialists in Contractors' Supplies, Fire Brick, Etc.

Pflueger's Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

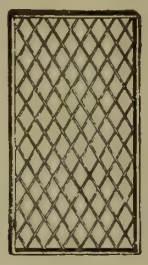
Everything in Fishing Tackle.

NOTICE—Free to any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, OHIO, U.S.A.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

FLEXIBLE BORDER WIRE DOOR MATS

The only wire mat in which a name can be inserted.
Shall be pleased to quote on this seasonable line.

The Canada Wire Goods Mfg. Co., - - Hamilton, Ont.

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

"Best In the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.



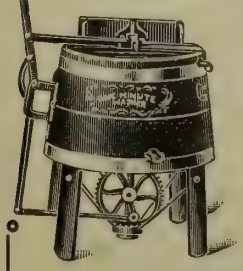


Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking, 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Miller-Morse Hardware Co., Winnipeg.
The Burr Mfg. Co., Cleveland, Ohio

"ONE MINUTE" WASHER



Easiest operating washer made.

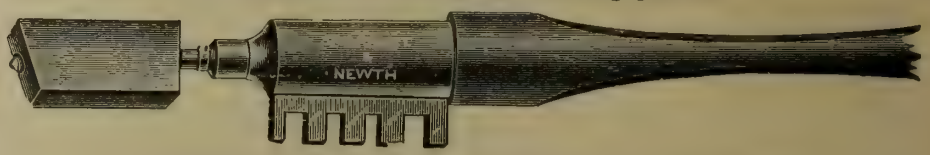
DEALERS

Write us to-day for the exclusive agency as we only sell to one dealer in each city or town.

WHITE, EHRHARDT & CO.
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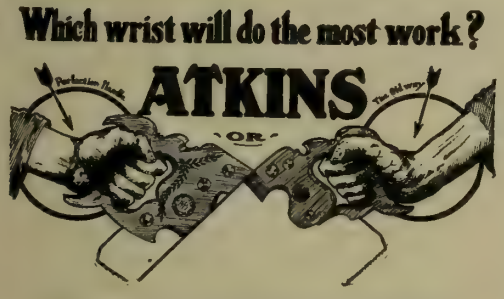
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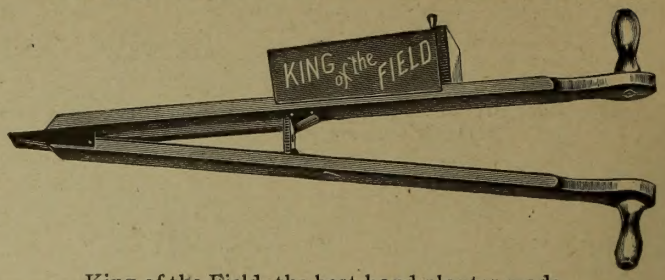
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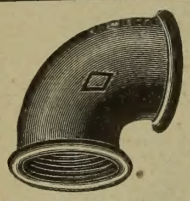
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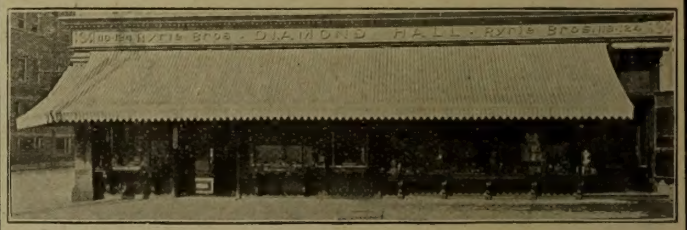


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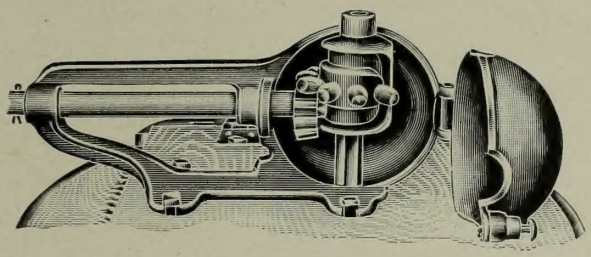
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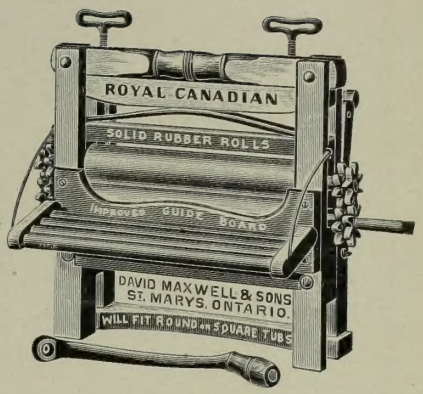
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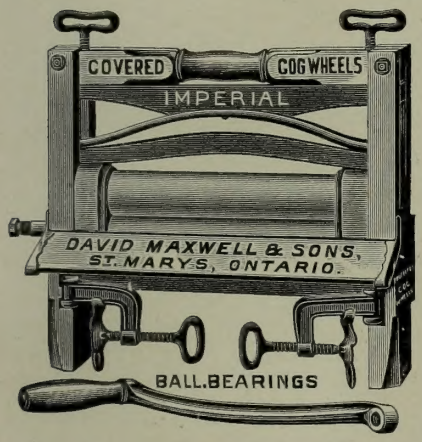




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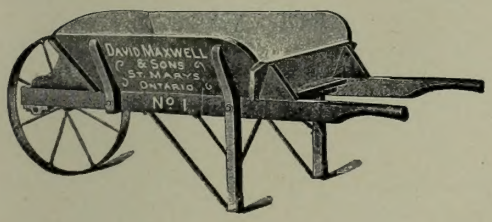
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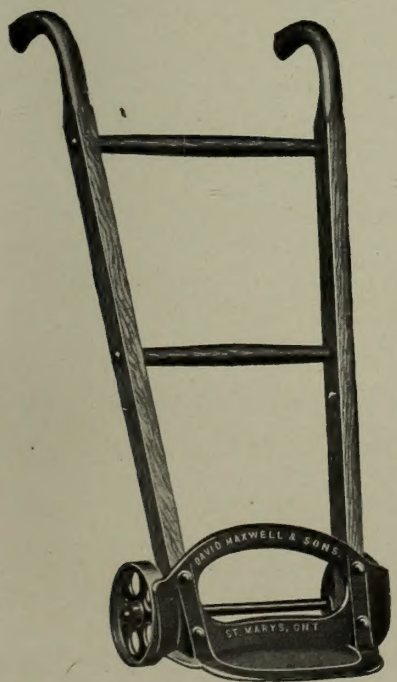
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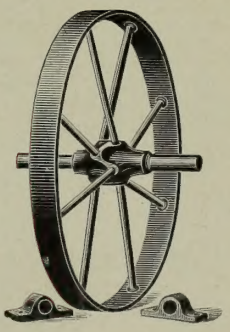
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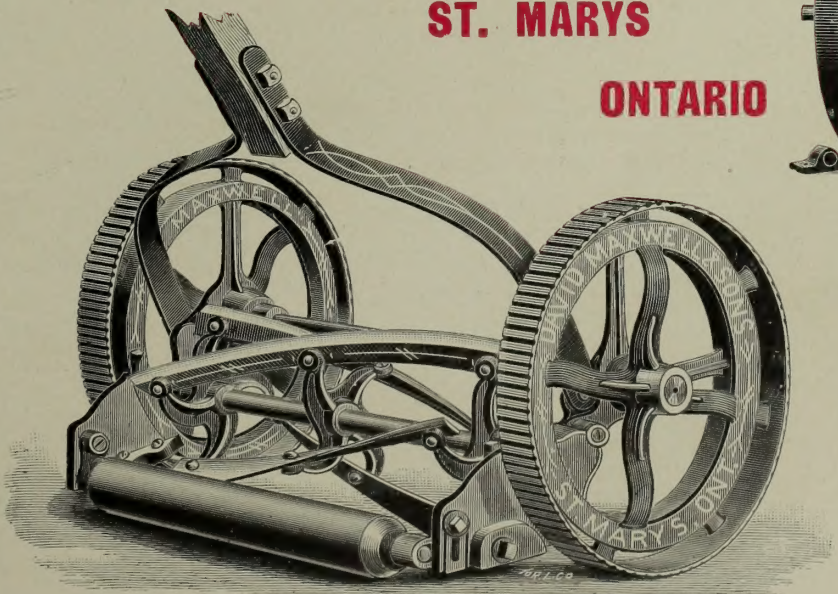


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